A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 13, 1967

U.S. fluid power a hit at Tokyo show

International Trade Winds

Company News

ELECTRONIC EQUIPMENT—Ad. Auriema Inc., New York, an exporter of sound reproduction and scientific instruments, has founded a second subsidiary in the Federal Republic of Germany. The new company, registered in Frankfurt/Main, is to sell the parent company's sound reproduction equipment. Previously, Auriema was represented in Germany only by its sales organization for scientific instruments at Heilbronn.

MACHINE TOOLS—Norton Co., Worcester, Mass., and Mitsubishi Metal Mining Co., Tokyo, are forming a new $1 million joint venture, Mitsubishi Norton Co., Ltd., to manufacture organic and metal-bonded diamond grinding wheels in Japan.

IRON AND STEEL—The South Korean government has signed a basic agreement with an international consortium—Korea International Steel Associated—to build an integrated iron and steel mill at Ulsan on the Southeast Coast. The consortium consists of Wellman Engineering Corp., Ltd., of Britain, Westinghouse, Koppers and Blaw-Knox of the United States, Siemens and Demag of West Germany, Societa Italiana Impianti of Italy, and Ensid S.A. of France. The mill will have an initial capacity of 600,000 tons of crude steel, rising eventually to three million tons.

BATTERIES—Mallory Battery Co., a division of P. R. Mallory & Co., Inc., of Indianapolis, announces completion of a new plant at Aarschot, Belgium, for the manufacture of high-energy batteries. The $1.5 million facility is part of an overseas expansion program designed to provide batteries for all types of cordless electrical equipment. Production is expected to get underway immediately, and will be devoted exclusively to the manufacture of alkaline batteries for consumer and industrial use in the European market.

CONCRETE—Sadret Inc., of Cincinnati, Ohio, has granted a license to Sadret Trockenbeton G.m.b.H. & Co. K.G., of Muenster, Westphalia, Federal Republic of Germany, for the production of dry concrete.

Newsletter

The trail to a $5.1 million contract went straight through the pages of the World Trade Opportunity section of our June 12 issue. That is the report of a U.S. company, Babcock & Wilcox, Inc., which made the successful bid on a contract of that size to build a boiler plant for the Argentine public utility SEGBA. The Power and Electrical Equipment specialists of Commerce Department's Business and Defense Services Administration, who prepared the article for this magazine, also alerted U.S. industry to this opportunity. There are others like it each week in our World Trade Opportunity section.

A 200-pound channel buoy bell is helping build cultural and trade relations between the U.S. and Japan. It was flown across the Pacific last month under the "sister city" program sponsored by citizen's committees in the U.S. and abroad. The harbor bell tolled out navigational warnings in San Francisco for 50 years, and now will be used to help celebrate the 100th anniversary of the port of Osaka, San Francisco's "sister city" in Japan. It was taken to Japan by San Francisco's port commissioner Daniel E. London on the first direct California-to-Osaka flight of Pan American World Airways.

A triple-header trade promotion of U.S. mining equipment is planned in the Far East in January. It will all come together Jan. 15-20, in Bangkok, where an industry-organized, government-assisted trade mission and a mining equipment trade show at the U.S. Trade Center are being held to coincide with the Thai Mining Congress. The mission, sponsored by the Consulting Engineers Council, is comprised of a number of show exhibitors and specialized mining engineers, who will act as consultants. The mission will also visit Kuala Lumpur, Djakarta and Singapore.

A World Trade Flag adaptable for use by any state, city, company has been designed by the World Trade Department of the Dallas Chamber of Commerce. It flew for the first time this fall at the State Fair of Texas. It can be reproduced free or ordered in 3-by-5 or 4-by-6 feet sizes. Write Dan Dupre, World Trade Department, Dallas Chamber of Commerce, Fidelity Union Tower Building, Dallas, Texas 75201.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Alexander B. Trowbridge
Secretary

Lawrence C. McQuade
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

At top, U.S. Commercial Attache Jay A. Van Swearingen (left), U.S. Commerce Department Market Development Officer Robert Schoenfeld (right), and interpreter explain various phases of market promotion program to exhibitors at a briefing before the U.S. Exhibition at Tokyo's Hydraulic and Pneumatic Machine Fair. At center, some of estimated 12,000 visitors crowd the aisles of the U.S. section. At bottom, J. Carter Miller (left), president of Carter Controls, Inc., discusses agency arrangements with potential representatives. Story begins on page 2.

November 13, 1967

Volume 73
Number 46

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

U.S. Show at Tokyo Hydraulic Fair Attracts 12,000 2
Pre-exhibit spadework is given credit for broadening lively response to exhibition; new agency agreements reported

National Foreign Trade Council: Second Report 6
Growing role of international companies, impact of transportation revolution shared spotlight with protectionism in closing sessions

Top U.S., Korean Commerce Officials Meet 9
At first in series of annual talks, Trowbridge and Kim discuss extending commercial relations, announce exhibit of U.S. products in Seoul

First Industry Mission from U.S. Exhibits in Canada 10
Manufacturers of oilfield equipment from Texas, New Mexico take along displays for sales visit in Calgary, Alberta

Mining Equipment, Engineer Services To Be Promoted 13
Using combination of Commerce tools, half of industry mission will exhibit at Trade Center, Bangkok, early next year

Economic Conditions in Eight Countries 14
Summaries given of the situation in New Zealand, Belgium, Indonesia, Yugoslavia, Greece, Sweden, Portugal, South Africa

MISCELLANEOUS—U.S. Chamber Publishes 16th Edition of Handbook 11
Standardization, People Stressed at Fruehauf Conference 12
TRADE FAIRS AND CENTERS—Mission to Exhibit at Trade Center Show 13
U.S. Firm Sells Complete Welding Unit at Peru's Int'l Pacific Fair 13
WORLDWIDE BUSINESS OUTLOOK—43 Economic Trends Reports Available 18
FOREIGN GOVERNMENT ACTIONS—Mozambique Revises Tax Structure 25
Colombia Adopts Metric System for Weights, Measures 25
INVESTMENT OPPORTUNITIES—U.S. Licensees Sought by Firms Abroad 26
Nicaraguan Cotton Grower Proposes Joint Venture 27
Bulgaria Wants Licensing Arrangements With U.S. Firms 28
WORLD TRADE OPPORTUNITIES—Spain Seeks Bids for Highway Project 29
Kuwait Invites Registration of Bidders for Gas, Water Lines 29
NEW BOOKS AND REPORTS—Duty Rates for 6,000 Commodities Listed 36
Korean Traders Inaugurate Daily Economic, Commercial Bulletin 36

OVERALL VIEW of U.S. Exhibition at Tokyo International Hydraulic and Pneumatic Machine Fair, showing part of estimated total of 20,000 visitors.

REPORT FROM TOKYO

Fluid power pulls buyers

Pre-show spadework yielded over 12,000 visitors for U.S. Exhibition at Japan hydraulic fair

By PAUL M. FEINE

Office of Publications & Information, DIB

"The Japanese are an inquisitive people," says Bob Schoenfeld. "They want to know all there is to know about anything they haven't seen before."

Armed with the promise of new products and an entirely new science—fluidics—Schoenfeld toured the industrial centers of Japan during August and September, attracting Japanese businessmen to the U.S. Exhibition at Tokyo's International Hydraulic and Pneumatic Machine Fair, scheduled for October.

As market development officer for the U.S. Exhibition, the Commerce Department official was charged with supervision of all pre-show publicity campaigns in Japan, including advertising, press releases, and personal visits to potential Japanese buyers.

In trips to Tokyo, Nagoya, Osaka, Kobe, Fukuoka, Sapporo, and Muroran, Schoenfeld made nearly a hundred calls on the largest Japanese buyers and end-users of hydraulic, pneumatic, and fluidic equipment, while Foreign Service Officers visited another 54 firms.

Fact sheets prepared by each of the companies scheduled to exhibit at the Tokyo show, as well as personal interviews with company representatives in Washington and at New York's Design Engineering Show earlier this year, enabled Schoenfeld to give the Japanese firms he visited a precise idea of what they would see when they came to the Tokyo exhibition.

Announcement of the U.S. Exhibition was first made to the Japanese business community by a mailing to some 19,000 firms throughout the country. From this initial mailing, over 3000 interested replies were received from Japanese industrialists.

Shortly after the first mailing, information on the show, along with a preliminary directory of exhibit participants, was sent to 2000 "hard-core" firms. These companies had been identified as particularly good sales prospects by representatives of the 21 U.S. exhibitors who were already doing business in Japan.

Still another promotional mailing was made shortly before the opening of the exhibition to 3900 firms, including the original 2000 "hard-core" prospects, and 1900 other companies that had expressed interest in attending the show. The complete fair directory was included in this mailing, to help each visitor plan his time at the exhibition.

Special invitations were also extended to some 200 Japanese companies on behalf of the nine new-to-market exhibitors entering the show.

Additional publicity help was obtained from 11 Japanese trade associations whose members either trade in hydraulic and pneumatic equipment or are purchasing it in order to build up a variety of machinery using such equipment.

The associations sent out special letters, flyers, and temporary directories to their members throughout the country, inviting them to attend the exhibition.

While not a part of the U.S. promo-

tion campaign, 60,000 letters and invitation cards sent out by the Japanese sponsors of the fair helped in attracting trade visitors to the fair.

The first press release announcing the show was issued on Aug. 3, in time for publication deadlines of trade magazines coming out in late August and early September. Before the start of the show, five more general press releases and 33 special releases on the separate displays of each exhibitor had been issued to the Japanese press.

Press conferences on Aug. 25 and again on Oct. 5, the day before the show opened, drew correspondents from all major trade publications and Tokyo newspapers. At the first conference, an engineer from Corning Glass International spoke on the technology of fluidics, drawing more than 20 minutes worth of questions from the reporters, with extensive coverage of the event appearing in print.

An intensive effort was made to identify prospective representatives for the new-to-market participants in the U.S. Exhibition. After lengthy discussions with the Japanese industry, and with the assistance of a major Japanese trade association, listings of potential agents were prepared for each unrepresented exhibitor.

In each case the listings were accompanied by World Trade Directory reports and supplemental information on the firms, where necessary. Each of the nine firms entering the Japanese market for the first time agreed to set up appointments to see all the agency applicants.

In addition to these listings, a backlog of over 100 Japanese firms that had indicated on their reply cards to mailings

CONDUCTING SEMINAR ON FLUIDICS, Roy Nutt (at lectern), engineer for Corning Glass International, discusses practical applications of new science. Talking over long-term agreement are (below, left to right) Benjamin Pierce, president of Tyrone Hydraulics, Inc.; Tatsuji Urabe, president of Kayaba Industry Co., Ltd.; and Robert Schoenfeld, Commerce Department market development officer for the fair.

REPRESENTATION AGREEMENT was signed by K. Akamine (below left), president of Sunny Trading Co., Ltd., and A. C. Dailey (at center in below left photo), sales manager for Leiman Bros., Inc., as two Sunny officials look on.

Exhibitors' briefing (below right) just before show opened, answered questions of freshman and experienced exporters to Japan on local trade practices and the plans for the U.S. Exhibition at the hydraulic and pneumatic fair.

JAPANESE REPRESENTATIVES (above left) for Sealol, Inc., explain products to prospective customers at firm's booth. Exhibitors' lounge (above right) was the scene for many business discussions, such as this one between Leiman Bros., sales manager A. C. Dailey and officials of Iwai Takachiho Trading Co.

that they had an interest in representing U.S. companies was held available for exhibitors.

As the exhibition opened on Oct. 6, 33 U.S. firms were exhibiting their products in an 11,840 square foot area located almost directly in the center of the Harumi Exhibition Hall. Twenty-nine of the U.S. companies showed hydraulic and pneumatic equipment and components; one—Corning Glass International—pioneered with the display of fluidic components. Three companies—two airlines and one oil company—occupied service booths.

Five of the companies already established in the Japanese market brought entirely new lines of merchandise to the show, supplementing the new products on display by the nine new-to-market firms.

The visitor recruiting campaign by Schoenfeld and other commercial officers paid off handsomely with the unusually high number of registered trade visitors—12,288 for the seven days of the show. U.S. exhibit officials estimated total attendance at the U.S. section of the fair at 20,000.

Sales contracts signed at the show, including sales of samples turned over to old or new agents, totaled $341,042, and projected sales over the next twelve months reached nearly $3 million.

Seven of the nine new-to-market companies had established representation by the end of the fair, and the other two were still in the process of negotiation with a number of good prospects.

One company just entering the Japanese market, Tyrone Hydraulics, Inc., successfully negotiated a long-term manufacturing agreement with one of the major industrial firms of Japan, allowing for a flexible long-range program of exports and licensing arrangements.

In almost all cases, the newly arranged agency agreements were tied to firm sales contracts, partly for immediate stock, and partly for later specification as needed.

Of the companies introducing entirely new product lines, AMF's Bear-Loc Division was engaged in negotiations with a major distributor and manufacturer of equipment related to Bear-Loc's infinite-position locking hydraulic actuator on display.

TRW, which introduced a completely new line of automotive hydraulic steering equipment, negotiated distribution agreements both in Japan and in India.

The Schraeder Division of Scovill Manufacturing Co., was in the process of selecting a distributorship for its new line of pneumatic equipment as the show closed.

Pall Manufacturing Co., which up to now had sold only a special type of filter for the chemical industry in Japan, was setting up distribution for an additional line of industrial filters.

The local representative for Owatonna Tool Co. agreed to take on the marketing of the entire line of Owatonna high-pressure hydraulic pumps, in addition to the testing equipment he already handles.

An outstanding highlight of the U.S. Exhibition was the seminar on fluidics, conducted by an engineer sent to Tokyo especially for the seminar by Corning Glass International, also an exhibitor in the show. An indication of the newness of

LOCAL DEMONSTRATOR hired for new-to-market firms by U.S. Exhibition shows Tyrone Hydraulics products (above). U.S. Ambassador U. Alexis Johnson (below center) visits Carter Controls booth.

the science of fluidics was that, of many U.S. firms engaged in research in the field, only Corning felt that its findings were far enough advanced to warrant exhibiting them at a fair of the kind planned for Tokyo.

The four-day seminar, divided into two days of basic concept presentation and two days of advanced fluidics theory, attracted capacity crowds to each session. Roy Nutt, Corning's engineer in charge of the seminar, showed both the theory of fluidics and its application to the practical problems of an industrial enterprise, an approach greeted enthusiastically by the Japanese engineers in attendance.

Exhibitor reaction during and after the fair was almost unanimously favorable. Esso Standard Eastern, which occupied a service booth at the fair, reported, "Our company is fairly new to the Japanese market and during the exhibit we received more than 200 inquiries, exposure which could not be obtained without participating in this type of display."

New-to-market Watts Regulator Co. said, "This exhibition gave us the exposure we needed to attract good Japanese companies to handle our equipment locally. It also afforded us an opportunity to appraise the Japanese market and the local competition. We have also made contact with significant European visitors attending the show."

Owatonna Tool Co.'s Japanese agent, who manned the firm's booth at the show, praised the design of the exhibition. "The U.S. exhibits were much better than the nearby Japanese displays," he said. "Your plan and system are very effective and contributed greatly to the promotion of our products."

At the Ace Controls booth, company president William J. Chorkey saw "a large number of technical people and prospective buyers." The new-to-market firm found "a well-qualified representative with whom we concluded a very worthwhile business arrangement."

Ace was among several exhibitors interviewed who expressed interest in participating in future Commerce-sponsored exhibitions of the type held in Tokyo.

Carter Controls, Inc. showed hydraulic cylinders and rotary actuators in the show, and president J. Carter Miller of the new-to-market firm was exuberant in his praise of the U.S. Exhibition.

"This is the best organized and run show of international stature that we have ever seen," he reported. "I am positive that our introduction to the Japanese market will bring $50,000 to $100,000 in additional export business to us in the next 12 to 18 months. The future for us here looks very bright."

VISITORS REGISTERED at two information stands, such as one above. By the end of the exhibition, total visitors had reached 20,000, with registered fluid power trade members totaling over 12,000 people.

OFFICIAL OF NEW-TO-MARKET FIRM, Watts Regulator Co., shows company products to interested buyers (above). Commercial library in Business Information Office was a popular reference source.

TRADE CONVENTION REPORT: II

NFTC covers wide range

Speakers stress growing role of international firms, distribution systems

By ARTHUR McDERMOTT

Office of Publications & Information, DIB

The growing roles of the truly international company and the transportation revolution's impact on trade shared the spotlight with the ever-present issue of the new protectionist drive during the closing sessions of the 54th National Foreign Trade Convention.

E. S. HOGLUND, chairman of the NFTC, reads Pres. Johnson's message to the Convention.

DONALD C. BURNHAM of Westinghouse (above) and Argentine Ambassador Alsogaray (below) address the Convention at the Waldorf-Astoria.

"Let me cite an example which illustrates the nature of international business," said Gabriel Hauge, president of Manufacturers Hanover Trust Co. of New York, at the world trade dinner which ended the convention.

"Four years ago a relatively small firm came into being. Even its birth was international: Britain and Sweden. It is incorporated in Bermuda; headquartered in London; jointly owned by interests in six countries; it has 20 producing plants in 15 countries and sells in 36. It has a laboratory in New York, although its product has not yet entered the American market."

The dimensions of this new form of organization are only vaguely known, but it is likely that the total value of production of all international enterprises exceeds the total value of world trade, according to Hauge. "Whatever the share of international business in world trade, it is clearly growing."

He said that in most cases the international company is an innovator, which gives it a cutting edge in shaping the future. Research-intensive U.S. industries do the lion's share of direct overseas investment, especially in Europe. Moreover, there tends to be a high correlation between research intensity and export performance.

The international company is typically bigger and technologically more advanced than national companies in the same industry, according to Hauge. Thus, it is usually the pacemaker for business. He said that joint international ventures in research and development already exist.

An international company can make itself more welcome if it avoids locating corporate headquarters in a great power and decentralizes decisions, granting autonomy to local affiliates. The advisability of a federated structure depends on the nature of the business, of course, but this nature often can be altered.

International business has made dramatic contributions to many developing nations, Hauge said. "At first, it may have tended to concentrate on extractive industries, transportation and utilities, but now, in the more successful developing countries, it is spearheading the growth of manufacturing. Perhaps there is no more spectacular example than the automobile industry of Brazil, which is transforming the economy and society alike."

Hauge proposed a six-fold approach for creating a better operating climate for international businesses:

- The formation and functioning of businesses across national boundaries needs legal support. A proposed European company law has already been drafted. While a supranational law covering all nations is probably not yet practical, the World Bank's Convention for Settlement of Investment Disputes could prove a useful device towards smoothing differences in national laws.
- Some harmonization of taxes and other policies affecting the cost and conduct of business is urgently needed.
- A multinational industries policy is needed; criteria are needed for mergers which are in the international interest.
- International agreement on patent policies.
- Multinational guarantees for international private investment can be healthy stimulants without becoming subsidies. The OECD, among others, has prepared a draft treaty on the protection of foreign property.
- Remaining barriers to trade should be brought under critical review.

Main beneficiaries

The newly-appointed president of IBM World Trade Corp., Jacques Maisonrouge, said that the Rome Treaty creating the European Economic Community was a catalyst for U.S. investments in Europe. U.S. firms immediately grasped the EEC's significance for the dimensions of the European market, according to Maisonrouge, and, in the beginning at least, were the main beneficiaries of the Common Market.

Some Europeans, used to government intervention and national planning, believed there was an overall U.S. strategy to obtain control of key industries, he

This convention report, covering the final sessions, follows another story in Nov. 6 issue.

said. This attitude resulted in protective measures against U.S. investment in some countries.

However, since on July 1, 1968 all goods will move freely inside the Common Market he said it was pointless "for France, for instance, to refuse a General Motors investment and push this company to build a plant in Belgium. The products will enter France freely but this country will have lost thousands of jobs and a substantial contribution to its GNP. This was understood, and as of the beginning of 1966 U.S. investments were welcomed again."

New nationalism

At that time, the issue of the technological gap came into being, Maisonrouge said, giving rise to a new burst of nationalism.

He offered a three point program through which U.S. firms can face this new form of nationalism:

- Do not be too critical, but try to understand that nationalism is a defensive mechanism. "It exists everywhere, even in the United States";
- Try to understand that Europe cannot afford to ignore the modern fields of science, now that they realize that research and development are essential to economic progress, and
- Demonstrate to the satisfaction of the host Government that U.S. investments in Europe add more to the economy than they take away.

Maisonrouge concluded on an optimistic note:

"The poor do not like the rich.

"The weak do not like the strong.

"As Europe gets richer and stronger it will lose its inferiority complex and welcome the prosperity of American firms which will set standards that European companies will be able to reach."

Regional advantages

Echoing his comments, N. J. Campbell, president of Esso Europe, presented the case for establishing regional headquarters to handle a U.S. firm's European activities. He listed the possible advantages of such a set-up as:

- ► More effective planning and coordination
- ► Consolidation of duplicate functions
- ► Opportunities for improved executive development, and
- ► Freedom for the U.S. parent company to concentrate on broad problems and policies.

He also pointed out that many American firms are beginning to realize the value of having top-level people on hand to establish contacts with the various European economic organizations, which are formulating the conditions under which tomorrow's business will be done in Europe.

"The image of the absentee landlord as applied to the management of U.S. firms in Europe becomes less acceptable every year. Furthermore, Europeans quite rightly feel that they ought to have an opportunity to participate close to home in decisions which affect their economic well-being," Campbell concluded.

DELEGATES HEARD TOP SPEAKERS dicsuss the leading issues affecting U.S. trade.

New world of goods

Harold L. Graham of Pan American World Airways told the Transportation and Related Services session that "50% of all the products carried internationally by his firm today were not even invented ten years ago.

To meet the need for increased speed in international transactions, Graham said that within two years Pan-Am will be able to provide international transportation of cargo by air without requiring the movement of any documentation with the shipment.

Computer clearance of both passengers and cargo will be a requirement for the volumes of traffic expected in the 70's. These systems are under current development and are also expected to be available within the next two to three years.

"We are working with British customs at the moment on a master computer operation for all imports and exports of the United Kingdom," said Graham. "As an example, once all of the basic information is in the computers, it will be possible for our computers to talk to their computers and do clearance of all kinds of people and products during the flight time required to get to the United Kingdom."

Graham said that while practically every company can tell you to the mill exactly what it costs to manufacture their product, there's not one in a thousand that can give an analysis of their distribution costs, because they are fragmented into many budgets under many different people.

"Those companies who are reporting the highest earnings in their industry, in comparison to their competitors, are those who normally are doing the best job of distribution analysis and distribution management," according to Graham.

"Our figures also show that very minor increases in sales, in some cases as little as 1 or 2%, can more than pay for the costs of higher cost transportation. Servicing capability to the customer results in added sales. The manufacturer in Chicago is only seven hours away from London by air and is just as competitive in the British market as the German manufacturer.

Ten-fold increase

Speaking at the same session, M. Cecil Mackey, Asst. Secretary of Transportation, pointed out that world trade is growing much faster than the U.S. gross national product. International commerce is expected to expand ten times between 1965 and the year 2000, while only a four-fold increase is expected in the U.S. GNP.

Mackey stressed the need for modernizing the rules of foreign commerce, ask-

Declaration scores protectionists

The Declaration of the 54th National Foreign Trade Convention made recommendations touching on almost every area of U.S. foreign trade. Some of the most significant include:

- A strong anti-protectionist statement, which said that "The whole climate both in this country and abroad for further concerted action in expanding international trade and investment is being profoundly threatened by protectionist measures introduced into the United States Congress." The Convention urged Congress to appraise such measures in terms of their costs to the United States economy as a whole, including those which can result from retaliatory measures detrimental to U.S. international trade and investments and adverse effects on our balance of payments.
- A call for the United States to adopt a tax incentive program to spur exports, and that U.S. investors be given a tax credit as an incentive to investment in the less-developed countries.
- A recommendation that the voluntary restraint program for curbing U.S. investments abroad be terminated, with no further restrictions introduced.
- Recommended extension until 1969 of the President's authority to make compensatory tariff concessions in connection with any escape clause action, or for possible revision upward of one or more tariff concessions.

The policy statement was drafted by a Declaration Committee headed by Victor C. Folsom, vice president and general counsel of the United Fruit Co., and composed of more than 60 executives representing a broad cross-section of American business. It incorporates suggestions by foreign trade organizations throughout the country, as well as by directors and committees of the National Foreign Trade Council.

ing rhetorically: "Is it logical to assume that the legal and regulatory framework which evolved when passenger trains served almost every community in this country are equally applicable today when 2000 m.p.h. supersonic transports are just over the horizon? Is there any reason for requiring a half dozen completely independent firms regulated by almost as many equally independent agencies to be involved in the transfer of a freight shipment from a shipper to consignee?"

The Department of Transportation is aimed at helping to solve the problems of updating these regulations, and Mackey solicited the help of the business community in framing the new ground rules for world trade.

Opposition reaffirmed

Lawrence A. Fox, Director of the Commerce Department's Bureau of International Commerce, reaffirmed the Administration's opposition to the series of new protectionist measures which have been proposed to Congress. He told the International Trade session that "Protectionist trade measures—import quota bills are very much on all our minds these days—are not the means to deal with our balance of payments, our competitive trade position, or special employment or price/cost difficulties in certain industries or geographic areas. More vigorous competition both at home and abroad continues to be our Government's basic answer—rather than legislated contraction in imports, which surely would lead to foreign restraints on our exports," he said.

Exporters real losers

"Imports are getting entirely too much attention lately," said Gerald O'Brien of the American Importers Association. "Usually it's the other way around and I have to plead with U.S. businessmen to view world trade as a two-way street. But as things are today I wish Congress would forget the whole thing."

O'Brien echoed Sen. Jacob Javits' call for a coalition of interested parties to organize opposition to the protectionists on a national scale. "I'm ready to join in such an effort," he said, "but I think the initiative in forming such a group should come from the export community, because they're the ones who really stand to lose if these bills go through."

Asst. Secretary of the Treasury Stanley Surrey delivered a review of U.S. foreign tax policy at the Tax session, concentrating on income tax treaties, estate tax treaties, and Section 482 of the Internal Revenue Code.

Argentina's ambassador to the United States, Alvaro Alsogaray, presented a foreign viewpoint of the protectionist philosophy. "Enterprises, when they do not function within market rules, are socially undesirable and represent a deficit that the community has to make up. Thus we see that both men of government and true businessmen should most energetically oppose the creation or existence of those enterprises.

"The protectionist wave that has been let loose in certain sectors of the United States is a case in point. If these restrictions should materialize, the United States consumer will pay more for the articles whose importation has been limited, and the producers will escape the control of competition by generating a relative deficit which the community will have to bear."

France welcomes investors

The French ambassador, Charles Lucet, outlined his Government's view of the European economic picture, saying that "we welcome all U.S. investment, while requesting that it bring something new to France in the way of technology."

William Blackie, chairman of the Caterpillar Tractor Co. became the 30th recipient of the Captain Robert Dollar Award presented at the World Trade Dinner each year to a U.S. citizen who has made a distinguished contribution to the advancement of American foreign trade.

In making the award, J. Warren Olmsted of the First National Bank of Boston referred to Blackie, who was born in Glasgow, as "one 'import' to the United States that did not affect our balance of payments adversely; quite the contrary."

Kentucky world traders to hear Senator Morton

The Eighteenth Kentucky World Trade Conference is scheduled for Nov. 14 at the Brown Hotel in Louisville. Sponsored by the University of Louisville and the Commerce Field Office, it will have as its theme "The U.S. Businessman and World Trade."

Guest speakers include Thruston B. Morton, U.S. Senator from Kentucky; J. Mishell George, Bureau of International Commerce; Hoyt P. Steele, vice president, General Electric Co.; and Franklin H. LaRowe, treasurer, General Motors Corp.

U.S. trade exhibit plans for Seoul announced at Cabinet level talks

Secretary Trowbridge, Korean official ranged over wide area of economic interests in first of series of exchange meetings

A major commercial exhibition of U.S. products is expected to be staged by the U.S. Department of Commerce at Seoul, Korea, it was disclosed in a joint communique issued after Cabinet-level talks at Seoul Oct. 30 and Nov. 1.

U.S. Secretary of Commerce Alexander B. Trowbridge and Korean Minister of Commerce and Industry Chung Yum Kim, in concluding the first annual meeting of U.S. and Korean Commerce Ministers, agreed that their frank and cordial exchange of views would effectively help to broaden commercial relations between their two countries. It was agreed that the second meeting will be held in the U.S.

In another action disclosed in the statement, it was indicated that a three-man team from the National Bureau of Standards, which had just completed a one-month survey of Korea's system of standards, would report shortly on possible cooperative arrangements between the Bureau and the Korean National Industrial Research Institute.

Achievements admired

Responding to Minister Kim's description of Korea's recent economic progress, Secretary Trowbridge expressed his admiration for these economic achievements and added that the U.S. Government would continue to support the growth of trade between the two countries as well as the expansion of American investment in Korea.

Major excerpts from the communique of the meeting, which was initiated by President Johnson and Prime Minister Il Kwon Chung during the Prime Minister's visit to Washington last March, are as follows:

The topics discussed at the meeting included the economic situation in Korea and the United States; trends in economic relations between the United States and Korea; expansion of Korean exports to the United States; expansion of United States exports to Korea; promotion of United States private investment in Korea; and cooperative arrangements between the United States National Bureau of Standards and the Korean National Industrial Research Institute.

Minister Kim reviewed the progress which Korea had made in recent years in its economic development and emphasized the need to expand trade between the two nations and to promote American private investment in Korea for the achievement of the goals of the Second Five-Year Economic Development Plan.

Secretary Trowbridge expressed his admiration for the rapid economic progress made by the Korean Government and people and noted that the United States Government would continue to support the growth of trade between the two countries and to cooperate with the Republic of Korea to bring to the attention of the American business community the opportunities for investment in Korea.

Minister Kim and Secretary Trowbridge noted that Korean exports to the United States had undergone a large expansion between 1962 and 1966. However, Minister Kim stated that several problems existed which affect Korea's exports to the United States. He cited the cotton textile quotas, the American Selling Price system, and United States procurement policies.

Concern over quotas

Minister Kim expressed his Government's grave concern over legislation recently proposed in the Congress of the United States to restrict the import of certain commodities and urged that the United States Government make every effort to prevent the enactment of such legislation. Secretary Trowbridge expressed his understanding of the Korean Government's position and assured Minister Kim that the United States Government would continue to support a liberal trade policy.

On the matter of United States exports to Korea, Minister Kim indicated his Government's willingness to increase its imports from the United States and assured the Secretary that it will take steps to further such trade.

Secretary Trowbridge noted that, through Korea's own efforts and those of the United States Government, the trade opportunities offered by Korea were becoming increasingly well known. He referred to the growing interest on the part of industry-organized Trade Missions supported by the Department of Commerce.

Secretary Trowbridge also announced that the Department of Commerce planned to mount a major Commercial Exhibition of American products in Seoul in the Spring of 1969. Minister Kim said the Korean Government welcomed this project, and expressed his Government's appreciation that the United States Atomic Energy Commission's "Atoms in Action" display would be shown at the Korean Trade Fair scheduled for the Fall of 1968.

Share in investment

Secretary Trowbridge noted that American firms accounted for some 83% of the total of $65 million in foreign equity investments approved by the Korean Government since 1962. He said the Department of Commerce would continue to encourage U.S. investment in Korea. He noted, however, that certain problems existed regarding trade marks and copyright protection where modifications might facilitate increased U.S. investment. He also asked the Korean Government to take steps to enable American insurance companies, certified public accountants, and lawyers to function freely in Korea, thus providing added inducement for American investors.

Secretary Trowbridge said a three-man team from the United States National Bureau of Standards had just completed a one-month survey of Korea's system of standards, and would report soon on possible cooperative arrangements between the National Bureau of Standards and the Republic of Korea's National Industrial Research Institute.

[With reference to the Korean Trade Fair, referred to in the communique text above, it will be held from Sept. 9 to Oct. 20, 1968. It will mark the twentieth anniversary of the founding of the Government of the Republic of Korea. Its primary purpose will be to display the products of Korea and to showcase the progress and industrial development which has taken place. Exhibitors will be invited, however, from foreign countries, with the expectation that the event will have a number of national pavilions. The Fair is under the sponsorship of the Korean Trade Promotion Corporation (KOTRA), a Korean Government organization.]

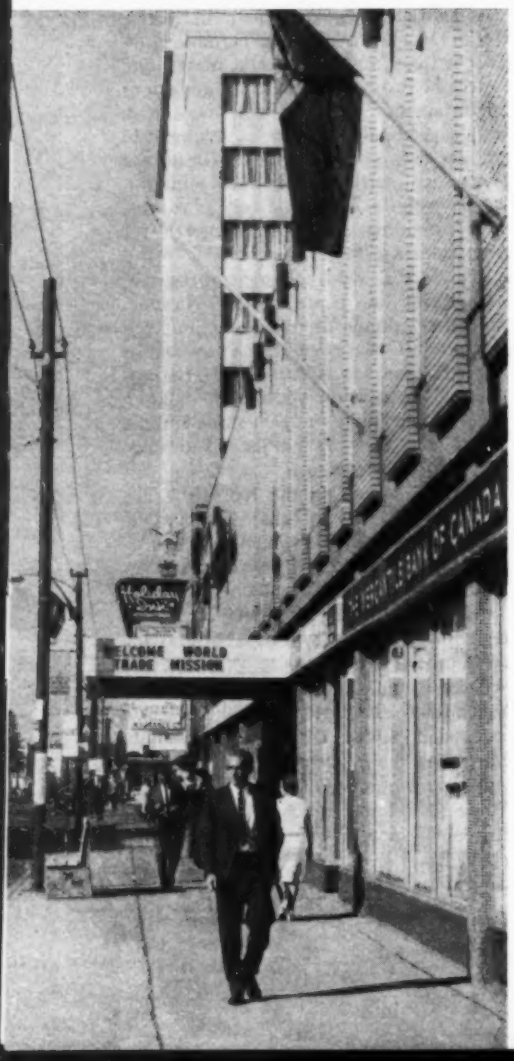
Oil field equipment mission displays products in Canada

Manufacturers from Odessa, Tex., and Hobbs, New Mexico, make sales, find representatives in Calgary, Alberta

A group of manufacturers from the Permian Basin oilfields of West Texas and Eastern New Mexico crowded a lot of business into a short visit this fall when they went to Calgary, Alberta, as the first industry-organized Government approved trade mission to go to Canada.

The full operation covered a period of only three days, but its effectiveness was magnified by the mobile exhibit of oilfield equipment the mission set up in the ballroom of Calgary's Holiday Inn. More than 200 Canadian oilmen toured the exhibit.

OIL FIELD EQUIPMENT was displayed in Calgary, Canada, by manufacturers from Permian Basin area of West Texas and Eastern New Mexico.



"We feel we have discovered Calgary and we know Calgary has discovered Odessa," Director Dan Hemphill said afterward. Hemphill is Chairman of the Odessa (Tex.) Chamber of Commerce World Trade Committee, which sponsored the mission.

Met objectives

They succeeded, Hemphill says, in doing what they set out to do: To talk to people with problems similar to their own, to present literature about products manufactured or services performed in the Permian Basin, to establish business relations with Canadians as buyers or sellers of goods and services, and to find Canadian representatives or strengthen existing ties.

C. G. Cook, Odessa, Texas Technical Enterprises representative, delivered his exhibit to a buyer in Calgary and received an order to ship still another set of dual brake flanges into Canada.

Two of Odessa's larger firms—Miether Machine Works and Woolley Tool and Manufacturing Co.—were participants.

Miether makes an industrial product called "pillow blocks" and already has Canadian representation. A story told at the Miether exhibit concerns a set of mammoth pillow blocks custom built around bearings made in Schweinfurt, Germany, which were shipped to Odessa for mounting and forwarded to Spain for use in a hydroelectric plant. Miniatures of these pillow blocks were the centerpiece of the Miether exhibit.

The most exciting item in the Woolley booth, the mission says, was the "Woolley Booger," a super-tough pump liner. One Canadian visitor suggested that the liner could be manufactured inside out for paper mill use.

Leo LeClerc, Industrial Coordinator of Edmonton, 180 miles to the north, suggested by telephone that the group extend their visit. Following the Calgary show, John Guffey and mission member Bob Hart flew to Edmonton to spend the day. "We are looking particularly for people to join us in licensing and joint ventures, especially in the areas of distribution and exporting," Le Clerc said.

At the close of the mission, each exhibitor prepared a written report summarizing his own findings. Excerpts are presented below.

C. G. Cook, Texas Technical Enterprises, Odessa: "There is a huge market in Canada for our products. We made some very important contacts for sales in the near future. I also found another possible market for a different application of our process in an entirely different field of industry. With a little work, planning and research, this could develop into a considerable portion of new business for our company . . . Prospective local agents and representatives state that the industrial exhibit affords an excellent means of finding out whose product is available for marketing in Canada."

Harold Spring, Bitco Sales, Vancouver, B.C. representing Miether Machine Works in Canada: "There were few 'lookers' as in a public show. The people who attended came mainly to see what was new or better than they are now using. I feel they were impressed with the equipment they saw and am sure word will be passed on down the line . . . This type of show, I feel, can reach more potential prospects with new products than any other way."

Howard Wagnon, Drilprodco, Inc., Hobbs, New Mexico: "After the first two days I was faced with the happy dilemma of selecting one of three interested parties as Canadian agents for our tool lines. By the time the show closed, I had chosen one of the three."

Emery L. Eckel, Eckel Manufacturing Co., Odessa: "I am happy to report that our trade mission has been a wonderful success. I feel that all our goals have been reached either in sales or potential sales in the very near future. Our hydraulic tongs eliminate one of the most hazardous jobs on the rig floor, doing away with the 'cathead' and permitting controlled and uniform makeup with every joint of pipe. Since it is a specialty item, it is sold best direct to the customer without an intermediary."

Big market

Gene McMahan, Watson Manufacturing Co., Hobbs, New Mexico: "From the time we arrived in Calgary, we have been shown the utmost cooperation from the Calgary Chamber of Commerce, all the news media and the American Consul General."

Dan Hemphill, Hydrochem/Continental Products, Odessa: "Any oil-related company selling in Canada is after a big market. Our chemical sales have been

increased rapidly in working with a Canadian firm, Travchem-Travis Chemicals. Sales of products which are technically applied always need extra explanation to, and encouragement for, the salesman as well as the user. In the case of our exhibit, the greatest benefit was derived in working with the salesman rather than the ultimate user. We introduced two new chemicals not now being sold by our associate, and we explained new applications for the products . . . This trade mission let us share the attention with Travchem as co-exhibitor."

R. B. (Bob) Hart, Woolley Tool and Manufacturing, Inc., Odessa: "The mission has been successful from our point of view. Conferences with our agent have resulted in certain changes in pricing and sales policies. We have renewed some contacts with Canadian drilling contractors. We have discussed the possibility of a licensing agreement with one Canadian company . . . We have followed up on engineering data on a big job for one Canadian company."

Carl Cooper, Record-o-graph Manufacturing Co., Odessa: "My purpose in making this trip was to find representation for our product in the Canadian drilling industry. This goal was achieved. Through the efforts of this trade mission, many contacts were made with potential users of our product. I also think this method of exchanging ideas and presenting products available for sale to the Canadian oil industry is very effective. We should encourage other groups to undertake this same type of project in the near future."

Base broadened

John Guffey, Guffey-Freeland Advertising, Inc., Odessa: "Publicity was readily available from newspapers and radio and television stations. We felt that Calgary knew we were there and why we had come . . . Most important, though, is the prevailing attitude among the mission members after exposure to the Canadian economy . . . Although they were not direct exhibitors, through the good offices of this mission, a Lubbock, Tex., heavy equipment manufacturer and an Odessa audio-visual teaching aid firm made Canadian contacts which resulted in direct sales. National Chemical Corporation, Odessa manufacturers of a mosquito control device, assigned Canadian rights to a Calgary importer . . .

"This mission has given the World Trade Committee of the Odessa Chamber of Commerce a great push forward in broadening its base of operations and justifying its claim to the title 'Pivot Point of World Trade in the Permian Basin'."

U.S. Chamber publishes 16th edition of traders' guide

New Foreign Commerce Handbook updates 1964 version, adds bibliography of practical works on doing business overseas

After 15 revisions, the last one in 1964, what's new about the new handbook for foreign traders published by the Chamber of Commerce of the United States?

For one example, reports the editor, Mrs. E. M. Kay Vest, there is an updated and expanded bibliography, "a listing of publications emphasizing the practical, rather than the theoretical aspects of doing business abroad."

The publication, *Foreign Commerce Handbook: Basic Information and a Guide to Sources,* first appeared in 1922.

Four sections

The 16th edition is divided into four sections, with the first covering the foreign trade services which are available to international traders in the United States. This section outlines the functions, activities and services furnished by the U.S. Government, intergovernmental organizations, and private groups which are concerned in one way or another with foreign commerce.

The 184-page handbook leads with a description of trade promotional activities of the U.S. Department of Commerce, including the Bureau of International Commerce, the Commerce-sponsored National Export Expansion Council, the Business and Defense Services Administration, Office of Field Services, Office of Foreign Commercial Services, Bureau of Census, Patent Office, Maritime Administration, Office of Business Economics, and the United States Travel Service.

New entries in this section include articles on the International Atomic Energy Agency, the International Development Association, the International Finance Corp., the United Nations Industrial Development Organization, and the Asian Development Bank. Private business organizations which are included for the first time include the American Importers Association and the Council for Latin America.

Part two includes basic data and a list of further information sources on an alphabetically-arranged list of 66 subject headings considered to have particular interest to foreign traders and others seeking data on international trade. The list covers documents in foreign trade, employment abroad, marine insurance, packing, credit information, international commercial arbitration and commercial treaties and agreements.

Part three is an annotated 62-page bibliography which contains an extensive list of over 700 up-to-date reference works, books, pamphlets and periodicals which contain information on various phases of foreign trade and related international economic matters, alphabetically arranged in four groups: indexes to current published materials; reference works, books and pamphlets; periodicals; and export business magazines.

The final part is an appendix, which consists of selected lists of organizations referred to in parts one and two, as well as a list of the addresses of foreign embassies and legations in the United States.

One to ten copies of the handbook cost $2 apiece; 11 to 99 copies cost $1.60 apiece, while orders of over 100 copies are $1.40 each. **Write:** Chamber of Commerce of the United States, 1615 H St., NW., Washington, D.C. 20006.

Commerce officials to speak at Camden County conference

Several Commerce Department officials will participate in the sixth annual Camden County Economic Development Conference on Wednesday, Nov. 15, in Cherry Hill, N.J.

Presented by the Camden County Economic Development Committee in cooperation with the County Chamber of Commerce, the Conference theme will be, "Accent International, Camden County, N.J."

The morning keynote address will be given by Kenneth D. Gott, Editor, Business International.

Henry J. Dempsey, of the Philadelphia Commerce Field Office's International Trade Division, will participate in a panel seminar on the do's and don'ts of exporting. Charles F. Boehm, Director of the Commerce Department's Office of Field Services in Washington, will be the principal luncheon speaker.

FIRST WORLDWIDE MANAGEMENT CONFERENCE for the Fruehauf Co., of Detroit, manufacturer of trailers, containers and other transport equipment, brought together 200 executives from 12 nations, shown here in a Detroit hotel meeting room. They were addressed by Fruehauf president William E. Grace, at right, who underscored the company's interest in establishing full employee understanding and motivation everywhere.

Fruehauf is for standardizing transport—but not its people

Detroit corporation's first worldwide conference put emphasis on human element in productivity; 200 there from 12 nations

It was the first worldwide management meeting for a company that wants to standardize everything it touches in international commerce—except people.

"People are the most important element in making technical skills truly productive. We believe it is most important to understand people—how to work with them and motivate them," said president William E. Grace of the Fruehauf Corp. about his firm's precedent-making conference.

Fruehauf is well versed in international exchange of ideas by individuals. For the past seven or eight years it has been sending out a stream of engineers, production specialists and even marketers to its overseas units. Likewise, a flow of technicians, salesmen and executives has been heading into Detroit headquarters from abroad. But this group meeting of more than 200 key people broke new ground for Fruehauf.

Psychologically important

"It was psychologically important to have this kind of meeting," said Fruehauf's Jack R. Renfro, "and to give each participant a full understanding of the company's aims. The ideas that emerged as each division told its story with slides, charts and graphs will be incorporated in setting plans for this coming year and for the years ahead."

A lot of these individual responses dealt with problems relating to standardization. Fruehauf produces all types of trailer equipment and containers. In an industry in which units have traditionally been built to custom specifications, it finds that standardization is getting a higher and higher priority from transportation people.

Fruehauf took great care during the meetings to strengthen the standardization concept. Each Fruehauf associate utilizes the same component parts and manufacturing techniques. Components, no matter whether manufactured by Fruehauf in Japan, Brazil, or Holland, are interchangeable. And uniform maintenance and repair service throughout the world is thus ensured.

During the first part of the conference week, Fruehauf's international operations coordinating committee met at the company's Detroit corporate headquarters. The committee's function was to bring together the manufacturing and engineering management people from Fruehauf's foreign subsidiaries and affiliates. They met with corporate staff experts to study and discuss engineering and manufacturing aspects of production in the foreign lands.

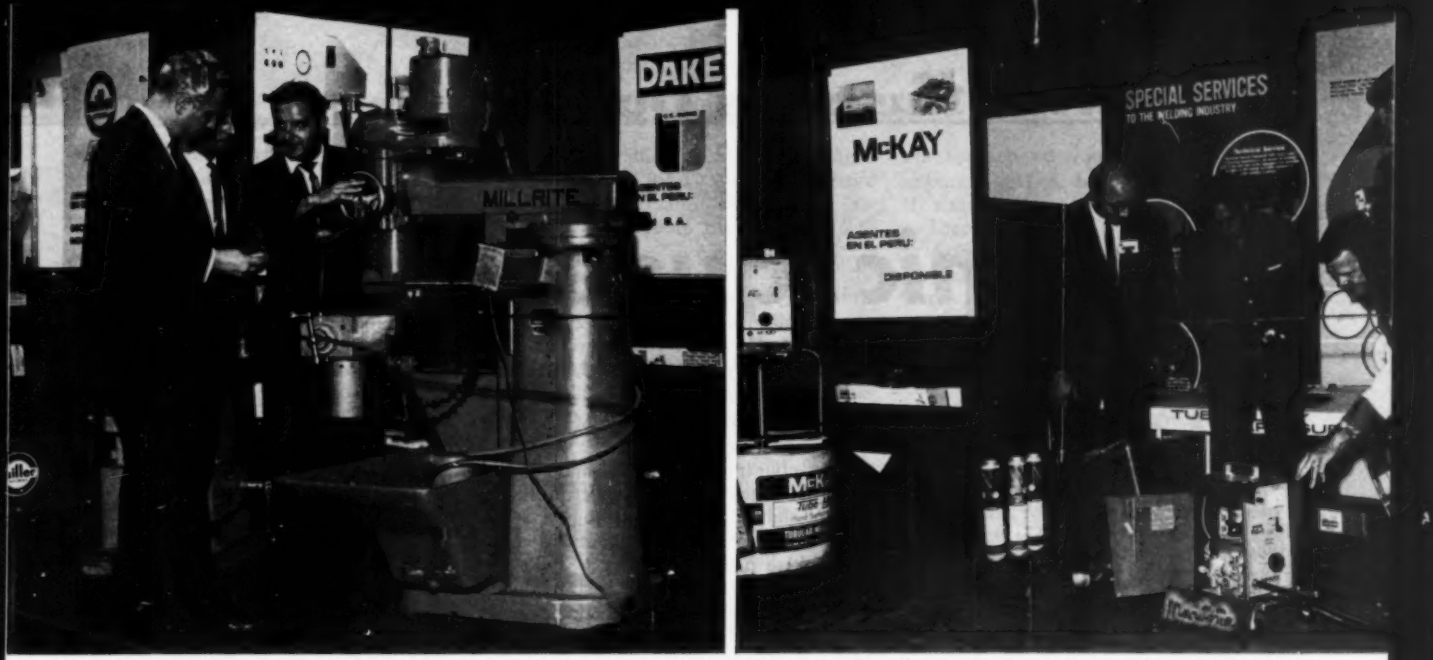
It was felt that these meetings would provide Fruehauf's associates with the benefit of the company's substantial experience in the design and manufacture of semi-trailers, containers, and other transportation equipment relating to distribution.

The major part of the conference was staged at Detroit's Statler-Hilton Hotel. Against a backdrop that displayed Fruehauf's "Total Transportation" symbol (a globe within a triangle), Fruehauf's key corporate and divisional chiefs explored the human factors of management and production.

Flags flew in Detroit

In another symbolic gesture, flags from a dozen nations around the world were raised on 18-foot masts outside the Fruehauf building on Detroit's east side as the week-long intensive gathering got under way.

The flags represented individuals—each with a different perspective on the problems of standardization in transportation—from Argentina, Brazil, Canada, France, Japan, Mexico, The Netherlands, Spain, Sweden, the United Kingdom, West Germany and the United States. From their discussions emerged an even greater involvement by a U.S.-based company in sales, service and manufacturing activities in a total of 62 countries.



AT PERU'S FIFTH INTERNATIONAL PACIFIC FAIR a U.S. exhibition grouped mining, construction and industrial machinery. Felix Tocarz of Dake Corp., shown demonstrating a milling machine at left, reported that his products had been "exceptionally well received." The McKay Co. sold a complete welding unit during the first hours of the fair, held at Lima, Oct. 27 to Nov. 12. Hardwick Browne of McKay reported other promising buyers for his line.

U.S. mining equipment, engineering service to be spurred in Far East

Trade Center Show/industry-mission combination will provide unique marketing device in Bangkok early next year

Two independently successful trade promotion techniques will be combined this winter by the Commerce Department to boost exports of U.S. mining equipment and engineering services in rapidly developing markets of the Far East.

A commercial exhibition and an industry-organized trade mission will make up the unique marketing device to be initiated at the U.S. Trade Center in Bangkok, Thailand, Jan. 15.

The promotion was designed by the Department's Bureau of International Commerce (BIC) to coincide with the National Mining Congress (Jan. 15-20) of the Thai Department of Mineral Resources. The Trade Center show and the congress will give U.S. firms unprecedented opportunity to find buyers and manufacturing licensees and to appoint agents and distributors to handle their products in South East Asian markets.

The trade mission, to be composed of eight to twelve members, will be sponsored by the Consulting Engineers Council of the United States and BIC. The Council has headquarters in Washington, D.C.

About half the mission members also will be exhibitors in the Trade Center show. The remainder will be consulting engineers. All members of the trade mission will take part in Trade Center seminars on the technical and commercial aspects of U.S. mining operations.

To attend mining congress

Mission members have been invited to attend a session of the Thai mining Congress, providing opportunity for an interchange of information on recent developments in mining technology. Thai Government officials and other convention participants then will visit the Trade Center mining equipment exhibition.

The Trade mission will be in Bangkok for the duration of the Trade Center Show, then will travel to Malaysia, Singapore and Indonesia to further promote U.S. mining equipment. Each member of the mission will pay his own expenses and will represent his own company as well as the American mining equipment industry. The mission will return to the United States about Feb. 1.

A BIC market study shows that the Thai have demonstrated they are willing to spend dollars for machines and equipment to develop their many natural resources. The country last year imported some $860 million worth of commercial merchandise. Of that sum, 20% went for purchase of U.S. goods.

Few controls in effect

The Thai economy is stable and the government encourages free enterprise and private initiative. Few import licensing or exchange controls are in effect.

Economically, tin is the most important mineral produced by the Thai extractive industry but the production of iron ore is becoming increasingly significant. In addition, limited amounts of petroleum are produced. Other minerals found in Thailand include antimony, lead, zinc, manganese, gypsum, fluorite, lignite and salt.

The Thai Government promotes controlled exploitation by encouraging private firms to survey for potential mining developments and by extending tax and other privileges to mining firms.

More information on the Trade Center show and the trade mission may be obtained from BIC-918, U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202, 967-4727), or from any of the Department's 42 Field Offices.

NEW ZEALAND

Economic squeeze persists

U.S. suppliers urged to emphasize delivery and credit terms in selling to tight market

By GEORGE A. HAYS
Commercial Attache,
U.S. Embassy, Wellington

A great many New Zealand businessmen are finding themselves in the most difficult period they have encountered since World War II. Depressed prices for wool exports since early this year have accentuated and brought on a critical balance of payments situation.

As a result, the Government has enacted a series of economic restraint measures that are having a severe impact on total national spending, particularly consumer and development spending which involves the usage of foreign exchange.

The volume of domestic consumer expenditure, however, is expected to remain static.

Most merchants and producers are experiencing or anticipating difficult business conditions. The more enterprising are seeking to improve efficiencies within their company resources or to diversify the range of their activities.

U.S. technology invited

The situation offers opportunities for U.S. technology in management, production and marketing. It invites licensed manufacturing and joint venture agreements with U.S. enterprise, and domestic mergers and consolidations.

New Zealand's level of imports is expected to decline considerably in the months ahead. Overall import needs will remain at about $1 billion. There will be some easing in the level of capital goods expenditure for imported plant and equipment.

A recovery in wool prices during the current auction season could in time lead to a liberalization of import restrictions.

Because of the high level of the country's foreign borrowings and invisible payments, it is the opinion of many that it will be at least two years before New Zealand can be expected to move out of the present economic situation.

There is also a widely held view that no import licensing liberalization will occur before the beginning of the July 1969 import licensing year.

The country's overall business trend and the course of the import licensing controls have limited applicability to the U.S. exporter with a better and a more competitive product.

The U.S. market share is a relatively low 11% in relation to the opportunities provided by New Zealand's consumer and capital goods markets.

Over the last ten years, New Zealand has significantly changed its foreign purchasing pattern. In 1956, the United Kingdom was the source of 52% of the country's purchases; in 1966 it was 39%. In 1956, the U.S. and Japan were the source of 8 and 1% of import purchases respectively; in 1966 these had risen to 11 and 6%. The trend might be more dramatic if it were not for the existence of the British Preferential Tariff margins, which set a lower rate of duty on many goods imported from Commonwealth countries.

There was a significant departure from traditional buying ties this year when the National Airways Corporation purchased three Boeing 737 aircraft.

It is my view that New Zealand manufacturers and merchants have developed a preference for products and techniques that emanate from the U.S. They appreciate the American merchant's business-like efficiency and the attention he gives to correspondence, delivery and service. They have a high regard for the direct and forthright American approach.

The continued opportunities in New Zealand for American goods and services are significantly demonstrated by the outstanding successes of the recent Texas Mobile Trade Mission and exhibitor achievements in the U.S. Exhibition at Wellington's International Trade Fair. The anticipated twelve-month sales projection from the U.S. Exhibition was about $1¼ million on an f.o.b. basis.

U.S. exporters should exercise patience with their New Zealand customers in this period of difficulty and declining sales volumes. Businessmen might give greater attention to delivery and service. Exporters should make a particular effort to maximize credit accommodations.

A number of U.S. exporters have overcome the inclination to treat the New Zealand market as an appendage of Australia. Many firms that were new to the region used to try to serve the two markets with a joint operation headquartered in Australia. In most instances it resulted in inadequate representation for the U.S. firms, poor service of customers, and negligible sales.

The greatest current opportunities for product sales are tied to licensing or know-how arrangements with New Zealand producers, involving partial manufacture or assembly.

Reserve Bank regulations

Licensing agreements are governed by New Zealand Reserve Bank regulations which tend to limit royalty payments to a maximum of 5% of the ex-factory selling price less the cost of any components imported from the licensor for direct use in the manufacturing process. The rules are administered on an *ad hoc* basis and can be negotiated.

During the current period of economic retrenchment U.S. traders can anticipate difficulties, however, in concluding licensed manufacturing arrangements for non-essential consumer goods or for arrangements offering only brand identity or limited know-how.

Royalty arrangement renewals are being more closely scrutinized by the Reserve Bank to assure that royalty payments are being actually made in return for further technical or product development services.

Major American contracting and supply firms will undoubtedly be tendering for the major government Kapuni gas pipeline project which closes Nov. 21. The project involves approximately 2,005,000 lineal feet of high-test line pipe (API Std. 5 LX) and 205,000 lineal feet of line pipe (API Std. 5L Grade B). American firms have already bid on the Kapuni natural gas plant.

Other major contracts may be coming up within the next year for the Comalco aluminum smelter at Bluff, based on Manapouri hydroelectric power. Also, there will be opportunities for construction contracts in connection with major hotel and motel developments.

The areas of greatest import trade potential are in machinery, equipment and products which are the result of advanced technology but still feasible for use in small and medium-sized enterprises. There is greater scope for products and services which result in office and plant efficiencies.

There is opportunity for larger capacity and otherwise improved new machinery for metal working, foundries, textiles, leather, printing, plastics, as well as equipment for use in the timber industry. There will be increasing demand for spare parts and replacement components.

The harbor boards of the country's major ports are preparing to purchase special handling equipment for containerized ocean cargo.

The U.S. continues to hold a significant portion of a $24½ million market for farm fertilizers and materials. A 33% share was held in the June 1967 year in manufactured fertilizers, 20% in rock phosphate, and 55% in sulfur.

The U.S. is continuing to increase its share (24%) in the insecticide, fungicide and timber preservation chemical markets, where imports for the June year reached $15 million. It is also holding a 14½% share of the $9 million inorganic chemical market, and 35% of the increased $16 million organic chemical trade.

There is good market reception for U.S. medical, surgical, hospital, scientific and process instruments, including photocopying equipment. During the year ending in June, the U.S. had a 24% share of a $13 million market; the U.S. share has grown from less than 18% in 1965.

The recent United States Exhibition at the International Trade Fair in Wellington substantially assisted the market's acceptance of microfilming systems and gave a sharp stimulus to the trade in office photocopying equipment.

The office machinery and equipment trade was also materially assisted by the U.S. Exhibition, which represented the only specialized industry exhibit of its type at the International Trade Fair. The show effectively built an image that the U.S. has the world's most advanced and versatile equipment.

Apart from the profitable performances of the overseas operations of the international American-based firms, U.S. supplied office machinery sales are on a downward trend in a market that increased by 108% between 1965 and 1967. The U.S. share for the June 1967 year was only 19% of a $19½ million market; last year's share was 27%.

A switch from American to Italian Olivetti equipment by a representative with historical entitlements to import licenses has seriously cut into calculating machinery sales, in which the U.S. share is now only 8%.

The U.S. share is 16% in accounting machinery and 29% in statistical sorting, calculating and tabulating machinery.

A growing market exists for electrical measuring, analysing and automatic controlling instruments. U.S. sales in the June year exceeded $1 million, which represented 30% of the market.

MEAT-SHIPPING INDUSTRY in New Zealand offers market for U.S. goods. Here, meat carcasses are conveyed at Bluff Harbor by all-weather loaders.

Farm machinery share

The U.S. farm machinery trade retains a significant, but lower, 26% share of New Zealand's farm machinery imports which were $31 million for the year ending last June. Overstocking has lowered business from last year by close to 30%.

The U.S. has only a 10% share of New Zealand's $16 million wheeled tractor business, the country's single most important farm machinery import.

The U.S. in the June year supplied 85% of New Zealand's requirements for unmanufactured tobacco, a $5.7 million import. The U.S. sold 20% of the country's dried fruits, a $5.5 million import.

There is opportunity for sales growth in American textiles. New Zealand's textile imports for the year ending June were $100.7 million with cotton and synthetic piece-goods making up two thirds of the total by value. U.S. sales for the June year were almost $9 million.

Two years ago textiles were largely freed of import licensing controls; the subsequent annual increases in trade turnover have averaged 5%. For piece-goods, the major U.S. strength has been in synthetic, woven apparel and furnishing fabrics; the U.S. market share is over 13% and continues to grow by about one percentage point per year. American coated fabrics and toweling are selling well.

Textile sales could be greatly augmented through more direct promotional visits and through more attention to comprehensive sample kits for sales representatives.

There is a growing market for U.S. printed books, particularly school textbooks and technical publications—which are free of import licensing controls and tariffs. The overall market has grown by 11% in each of the last two years.

For the year ending June 30, annual imports of books and periodicals were over $22 million. U.S. participation has grown from 18% of the market in the June 1965 year to 24% in the current year.

The U.S. is expected to continue to hold the predominant share of the softwood lumber market. For the year ending last June the U.S. had a 54% market share of an annual $3 million trade.

Although the U.S. has the bulk of the business in fir and redwood, our 35% share of the Western red cedar market could be improved through more flexible pricing to meet Canadian competition and much greater attention to quality control. Up to $1 million of additional American trade is possible.

U.S. shipments can capitalize upon a distinct ocean freight advantage over Canadian cargo because of the exchange rate differential.

American firms planning sales visits to New Zealand or initiating market promotions are encouraged to write or visit the Executive Vice President, American Trade Association of New Zealand Inc., Seventh Floor, C.M.L. Building, P.O. Box 3408, Wellington.

Belgians expect upturn

Gloomy earlier predictions are being revised as psychological climate improves

By J. R. LAVALLEE

Commercial Attache,
U.S. Embassy, Brussels

In Belgium, early this fall, the psychological climate appeared to have undergone a change and most experts are now predicting an upturn in the Belgian economy late this year or early in 1968.

Economic conditions in Belgium had been sluggish during the first six months of 1967. Following the 1960-64 boom period, Belgium's gross national product reached $17.3 billion in 1966, representing a growth of only 2.7% in real terms.

Many businessmen and economists predict that the GNP growth for 1967 will be less than 2%. This is sharply down from the average of 5.5% from 1962 through 1964.

Although a number of new plants were opened during the first six months of 1967, total industrial activity in Belgium showed only a slight increase over the corresponding period of 1966.

The textile sector continued to experience difficulties. The very important metallurgical industry was adversely affected by the weak demand in export markets. Coal production continued to fall, and plans were made to close down a few of the more marginal mines. Activity in building construction was also below 1966 levels.

On the other hand, expansion continued in the chemical industry and, with the opening of the new SIDMAR rolling mill near Ghent, steel production during this period showed a 7% increase over the similar period for 1966.

Unemployment increased

This industrial slow-down produced an increase in unemployment. There was a relative lack of inflationary pressures and the wholesale price index experienced a slight decrease.

In order to stimulate the economy, the Government undertook a number of measures early in 1967. Royal Decrees were adopted which were designed to encourage foreign and domestic investment, to bring about improvement in the local capital market, to effect increases in some taxes such as tobacco and alcohol, and to bring about some reductions in public spending.

The Government adopted other measures dealing with the marginal coal mines and with various aspects of social security regulations of the worker.

In September the Government announced a 1968 budget of $4.8 billion. It also stated that this would be a balanced budget and that its receipts were keyed to an expected 3% GNP growth in 1968.

Dependence on exports

Exporting 40% of its production Belgium is more dependent on foreign trade than most countries. During the first six months of 1967, total Belgian exports amounted to $3.5 billion. This represents a 5% increase over the similar period of 1966.

However, exports to Germany and the Netherlands, which are the Belgium-Luxembourg Economic Union's (BLEU) best customers, fell by 4% during this period. The decline in sales to these very important markets is considered one of the principal reasons for the weak performance of the Belgian economy during the first half of 1967.

Exports to the U.S. during this period totaled $294 million, which represents a 3% increase over a similar period in 1966.

BLEU's imports during the first six months of 1967 amounted to $3.6 billion, representing an increase of some 2% over the corresponding period of 1966.

On the other hand, U.S. exports to Belgium totaled $293 million, thus registering an increase of about 8% for the first six months of 1967.

U.S. agricultural exports to BLEU during calendar year 1966 reached a record level of $185 million, $20 million higher than during the previous year. There were increased U.S. sales of feed grains, wheat, oilseeds and products, tobacco, animal fats, fruits and fruit preparations.

Based on Jan.-Aug. data, it is expected that orders during calendar year 1967 will decline sharply, due mostly to lower exports of feed grains and wheat, to strong competition from other countries, and to the large 1967 domestic and French cereal crops.

However, cotton, oilseeds and oilseed products and tobacco Belgian purchases should be up slightly.

U.S. agricultural exports to BLEU should improve in 1968. Exports of feed grains may be above the 1967 level and exports of cotton, tobacco, and oilseeds and oilseed products should also rise.

In 1966 Belgium imported 1,614,816 metric tons of American coal. Over 99% of it was coking coal. For 1967, the overall figure is expected to be down by some 200,000 tons, as the result of cuts in import quotas on third country coal and of voluntary order cancellations by U.S. exporters. Total coking coal imports this year will be 2.8 million tons, almost entirely from the U.S. and Germany. For 1968 the level of U.S. imports will depend, as in past years, on the tonnages of American coal requested by consumers within the quota limitations set by the government.

The important factor in this case will be the willingness of Belgian cokeries to accept price increases of 50 cents to one dollar per ton (our existing contract prices) that are being asked by the principal U.S. suppliers.

The installation of pipelines connecting various parts of Belgium to the natural gas deposits in Holland, which began in March 1966, has been progressing. It is due to be completed by the end of 1968 or early 1969.

Demand for gas appliances

As Belgium converts to the use of natural gas, there will be an increasingly large demand for household gas appliances. Thus far the largest suppliers of this type of equipment have been manufacturers located in the Common Market countries.

In 1966, total imports amounted to $10 million; for the first six months of 1967, they approximated $6 million. There is no question that in 1968 the value of these imports will rise very sharply.

Total BLEU imports of plastics in 1966 exceeded $103 million and for the first six months of 1967 totaled more than $54 million. Despite an expected increase in local production, by virtue of the installation in Belgium of two new U.S. plants, imports of plastic materials should continue to increase as the demand for plastic articles keeps growing.

In 1966, BLEU's imports of scientific and medical instruments were valued at $65 million, of which $12 million came

from the U.S. For the first six months of 1967, imports amounted to $32 million, of which some $6 million were supplied by the U.S. In this field, Belgium relies heavily on foreign manufacturers.

There is a steadily growing demand for materials handling and hoisting equipment, which has been imported, in the main, from EEC countries. For the first six months of 1967, total imports amounted to $8 million. West Germany's share exceeded $3 million, the U.K. $1 million, and the U.S. $600,000.

In 1966, total imports of metalworking machine tools amounted to $32 million of which $17 million came from West Germany and $3 million from the United States. According to experts, there will always be a market for those highly specialized machine tools manufactured in the United States. The price factor for these is relatively unimportant.

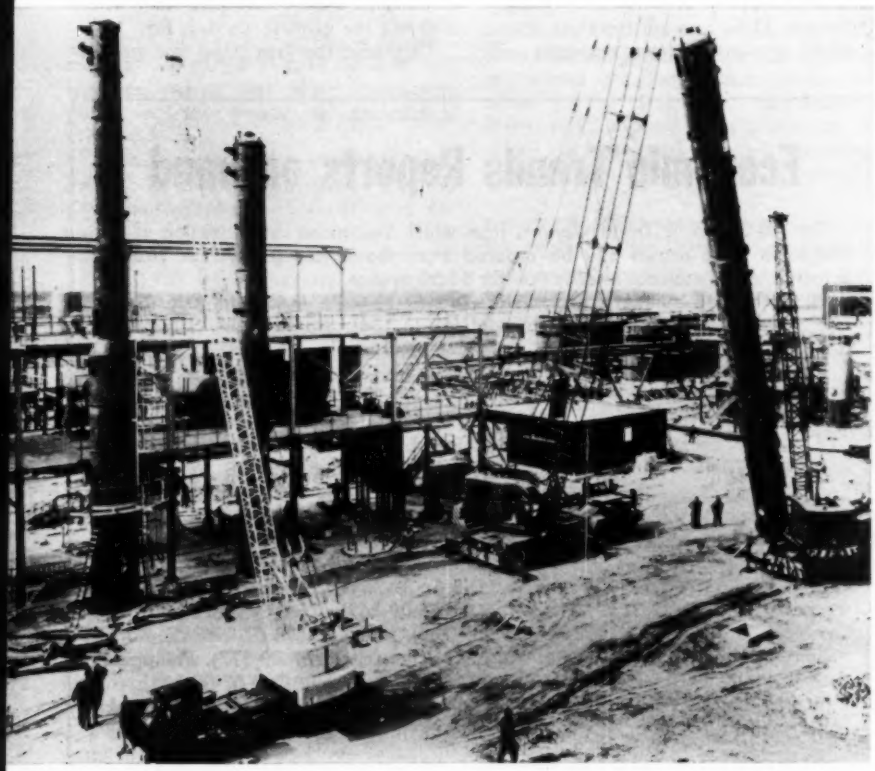
Imports of ready to wear apparel amounted to more than $64 million in 1966. For the first seven months of 1967, imports totaled more than $35 million. This sector has shown a tremendous increase during recent years. Given U.S. leadership in this area, there is an excellent possibility to improve the U.S. position in Belgium. American styles (particularly men's and women's casualwear) are much appreciated here.

In view of the tremendous activity in construction in Belgium today, the demand for earthmoving equipment is increasing constantly. During the first six months of 1967, more than $6 million worth of mechanical shovels and excavators were imported. More than $4 million worth of bulldozers were imported during the same period. The U.S. share of the latter category was more than $2 million.

There are also bright prospects for U.S. exports in fields such as advanced electronics, computers, packaging machinery and organic chemicals.

Belgium is and will continue to be an important market for U.S. manufacturers. However, the American exporter must be prepared to exert greater effort to maintain or to increase his share of the Belgian market, since he will face greater competition as the internal tariff barriers among the six Common Market countries fall to zero on July 1, and as the Belgian industrial complex base becomes broader and more diversified.

BELGIUM'S SURGING CONSTRUCTION INDUSTRY needs more imports of earthmoving machinery. Photo shows activity at a synthetic rubber plant being designed and built by a U.S. engineering firm.



Sluggish Swedish economy recovering slower than expected

Finnish devaluation expected to hurt some Swedish exports

The Swedish economy is reacting somewhat more sluggishly than anticipated to stimulative measures taken in recent months by the Government. Moreover, the Finnish devaluation, which will hurt some Swedish exports, came at a time when Swedish authorities were expecting the economy to pick up.

A telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Stockholm says that growth of the Swedish gross national product for 1967 may be somewhat below the 3.5% predicted by the Government last April.

Industrial production in the first eight months of 1967 rose by 1.9%. Despite increased turnover, many companies are reportedly experiencing difficulties with rising costs.

Lower interest rates, more liquidity and credit, an easing of the labor shortage in critical sectors of the economy, and better equilibrium in the balance of payments should bring healthier economic conditions in coming months.

New government policy

The economy will be stimulated by the Government's new housing policy, its expansionary credit policy, increased construction, and new orders for ships. Spillover effects from an economic recovery in Germany should give the Swedish economy a boost which would create an increased demand for U.S. products.

Wholesale prices have remained stable for the past 12 months, while consumer prices have gone up by 4%. Wage costs have jumped almost 10% this year, making U.S. goods more competitive. Items which should meet with increased demand include: leisure goods; machine tools; scientific medical and industrial instruments; electronic components; business machines, including electronic computers; pneumatic and power tools; freight handling equipment; water and air purification equipment; chemicals; plastic raw materials; textiles, and all types of labor saving devices.

Yugoslav reforms work

Progressive new leaders help insure continued reliance on market forces

After two years of measures designed to reorient Yugoslavia's economy away from central direction and toward reliance on world and domestic market forces, the outlook for the successful continuation of the reform is essentially favorable.

Stable economic conditions necessary for continued liberalization are being maintained according to the latest Economic Trends Report submitted by the U.S. Embassy in Belgrade. Tight credit controls and limitations on investment have kept inflationary pressures down, and the resulting scarcity of dinar funds has contributed to the currency's growing stability and value. Total money in circulation, which prior to 1965 had been increasing at an annual rate of over 20%, has since been growing at less than one-fourth that rate, and in the first half of 1967 actually showed a slight decline.

Industrial workers' earnings are up 21% over last year, and individual savings continue to grow, reaching a total of $520 million in nearly five million individual accounts. The consumer's basic hunger for goods has been satisfied, and supply and demand have been brought into approximate balance.

Retail prices and the cost of living index, while respectively 7 and 8% above last year's levels, have remained relatively stable during 1967.

With the decline in inflationary pressures, prices of some 53 groups of products which had been frozen or under administrative regulation since the spring of 1965 were decontrolled in July. The appearance of a variety of foreign goods on the market as a result of the January liberalization of imports contributed to the relaxation of price pressures, and further liberalizations are planned for the end of the year.

Needs firm leadership

Continuing liberal development of the Yugoslav economy of course depends on firmness on the part of the top leadership in holding to economic reform measures in the face of potential political difficulties. In the past year high-ranking opponents or critics of the reform have left their positions, and several able and progressive economic leaders have assumed key positions.

Industrial production in the first six months of 1967 rose only 0.2% from the first half of 1966. Six branches, accounting for nearly half of Yugoslavia's industrial production, actually declined: metal processing, coal, shipbuilding, wood, textiles, leather and footwear.

Had been expected

It was in these industries that problems were expected at the outset of the economic reform, and credit restrictions, removal of subsidies and exposure to market forces have in fact hit them the hardest. Stockpiles of unsold goods continue to pile up, and insufficient liquidity plagues many operations in these areas.

On the other hand, several industries are achieving substantial increases in production: petroleum is up 13% over last year, electricity 9%, paper 14%, food 9%, steel and non-ferrous metal 5%.

Some consumer products were particularly successful, with production of automobiles rising 21%, electric heating appliances 11%, and refrigerators 9%.

While economic reform measures will help successful producers by leaving them a larger share of their profits for expansion, the lagging industries will continue to face mounting problems unless they can achieve greater efficiency or switch production to areas where demand is greater.

With industrial employment stagnating, unemployment also remained steady at about 7% of the work force. The political threats implicit in mounting unemployment have thus far been avoided. Large scale return of Yugoslav laborers from Western Europe failed to materialize, as Yugoslav workers held their own on the faltering European labor market.

Policy to continue

Stagnating production and employment have prompted calls for an easing of credit and investment restrictions to stimulate consumption and production. Yugoslavia's economic leaders, however, consider stability the keystone of the reform and are wary of triggering an inflationary wage-price spiral that would wipe out the gains made thus far.

They take the firm stand that produc-

Economic Trends Reports on hand

The full Economic Trends Reports from which the stories in this section of the magazine were drawn can be ordered from the Clearinghouse for Federal Scientific and Technical Information for $1.50 apiece.

Order by DIB numbers: Yugoslavia (DIB 67-10-047), Indonesia (DIB 67-11-086), Greece (DIB 67-11-135), Portugal (67-11-136), Sweden (DIB 67-11-137), and South Africa (DIB 67-11-138).

Earlier reports, which are also available from the Clearinghouse, include Liberia (DIB 67-11-029), Switzerland (DIB 67-11-031), Cameroon (DIB 67-1864), Japan (DIB 67-1865), Pakistan (DIB 67-1866), Venezuela (DIB 67-1867), New Zealand (DIB 67-08-035), Republic of China (Taiwan) (DIB 67-08-064), France (DIB 67-08-001), Dominican Republic (DIB 67-08-002), Cent. African Rep. (DIB 67-08-102), Surinam (DIB 67-08-007), Mexico (DIB 67-10-045), Bolivia (DIB 67-10-044), Uruguay (DIB 67-10-046), Belgium (DIB 67-11-002), Lebanon (DIB 67-11-001), Liberia (DIB 67-11-029), India (DIB 67-11-030), Ethiopia (DIB 67-11-028) and the United Kingdom (DIB 67-11-051).

Also, Kenya (DIB 67-09-235), Brazil (DIB 67-09-254), Canada (DIB 67-09-184), Germany (DIB 67-09-253), Australia (DIB 67-09-362), Congo (DIB 67-09-255), Greece (DIB 67-09-183), Haiti (DIB 67-09-225), Jamaica (DIB 67-09-345), Korea (DIB 67-09-346), Morocco (DIB 67-09-213), Peru (DIB 67-09-277), Philippines (DIB 67-09-276), Turkey (DIB 67-09-363) and Sierra Leone (DIB 67-09-111).

Write: Clearinghouse, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

tion and employment problems must be solved by more efficient production and improved quality of goods to meet market demands. No relaxation of current limitations is therefore to be expected in the near future.

Part of industry's problem of mounting stocks of unsold goods has been attributed to inadequate liquidity in the commercial network. Tentative beginnings have been made, notably in Belgrade and between Slavonia and Bosnia, to establish inter-bank pooling and clearing arrangements, but a nation-wide money market still lies in the future.

Investment in fixed assets, which in previous years was reduced to an annual increase of 10%, showed only a 1% increase between the first six months of 1966 and 1967. In addition to government and bank limitations on funds available for investment, businesses' investment from their own funds declined 18% as commercial credit restrictions forced enterprises to divert funds intended for investment into working capital.

Agricultural comeback

One of the most dramatic developments of the Yugoslav economic reform has been the resurgence of agriculture. While flood and drought-caused crop failures in 1964 and 1965 doubtless concealed some gradual progress, the record crop years of 1966 and 1967 have also coincided with rapidly advancing mechanization, supported in turn by economic measures which left more purchasing power in the hands of agricultural producers.

Agricultural exports reached $113 million in the first five months of 1967, a 33% increase from 1966. If food exports are also included, the total is $158 million for an increase of 28%.

The 1967 wheat harvest is officially estimated at 4.81 million metric tons—surpassing last year's record crop.

The corn harvest may fall below seven million tons due to a prolonged dry spell, but exports from this year's corn crop are nevertheless expected to approach one million tons as a result of improvements in the organization of exporting facilities.

Yugoslavia's chronic trade deficit grew in the first seven months of 1967, due to a failure of exports to live up to expectations. Imports through July amounted to $981 million, a foreseen 9% increase from 1966. Exports, at $697 million, were up only 5%, however. The resulting deficit of $227 million represents a 20% increase over 1966 and may increase further before the end of the year.

Invisibles (notably from tourism, transportation and remittances from abroad) are also substantially above last year, but it is not yet clear whether they will be sufficient to cover the trade gap.

Exports of machines and vehicles, which had accounted for nearly one-fourth of all exports in 1966, dropped 20% for the January-July period. Exports of food, agricultural products and finished consumer goods rose substantially, but most other categories either declined or registered a very slight increase.

Yugoslav imports from Western Europe increased over 60% for the first half year, while U.S. exports to Yugoslavia dropped 47% due to the drop in agricultural sales.

A major step in the evolution of the Yugoslav foreign trade system this year was the Jan. 1 liberalization of 50% of Yugoslav imports. Significantly, this has brought a wide variety of new foreign products, particularly consumer goods, onto the Yugoslav market, but the market has not been flooded as some had feared, nor have the resulting imports depleted foreign exchange reserves.

Additional liberalizations are planned for the end of the year, raising the total of Yugoslav imports benefitted by these measures to 59%.

With liberalization, however, two new measures were found necessary to prevent harm to domestic producers in specific cases: anti-dumping regulations have been adopted which follow the General Agreement on Tariffs and Trade and allow special duties or compensatory taxes to be imposed after a showing of actual or potential damage resulting from abnormally low-priced imports.

Also, quantitative limits were placed on seasonal imports of certain perishable farm products to prevent flooding the market when these foods are in season.

Lagging equipment exports underscore the need for more effective export financing; attempts to rely on the producers or commercial banks for this function have not been satisfactory. A new Fund for Crediting and Insuring Specific Export Transactions has been created which will assume the function previously performed by the Yugoslav Bank for Foreign Trade.

The Fund, administered by an eight man board whose chairman is to be appointed by the Federal Executive Council, will make federal resources available to finance exports from branches of industry especially important to the national economy, or where exports require special stimulation.

Tourism continues increase

Yugoslav earnings from foreign tourism and related transportation services are expected to reach $185 million in 1965. The increase from last year's total of $150 million was less than had been hoped for, due to the events in the Near East, but Yugoslavia was nevertheless one of the few countries in Europe not to suffer a decline in tourist income this year. The number of foreign guests is running 16% ahead of last year, overnight lodgings 23% and income 20%.

With the goal of $400 million annual income from foreign tourism by 1970, Yugoslavs are continuing to build and expand tourist facilities (divided more or less equally among hotels and motels, private rooms and camping accommoda-

EASING OF IMPORT BARRIERS by Yugoslavia has brightened prospects for sales of a wide variety of U.S. goods. This John Deere farm equipment attracted unusual interest at a recent Novi Sad Fair.

tions) at the rate of about 60,000 beds per year. Cooperation with foreign firms is increasing.

Exhibitors at the special U.S. Tourism equipment show in Belgrade, held Sept. 28-Oct. 4, expect up to $3 million yearly in sales over the next five years.

In July, after several months of public discussion, Yugoslavia became the first Marxist country to invite foreign capital investment in her economy. According to the new laws, the terms of such investment would be set out in a contract between the foreign investor and a Yugoslav business organization, which would specify areas of joint business activity, the resources each would bring to the project (the foreign share is limited to a 49% maximum) and the method of computing the profits of the enterprise.

The foreign investor's share of the profits would be remissible under Yugoslav foreign exchange laws and taxable at a flat rate of 35%. Twenty per cent of his profits must be reinvested in Yugoslavia or deposited in a Yugoslav bank for a minimum of one year. Foreign invested funds are exempt from Yugoslavia's normal business tax on capital.

The foreign investor may transfer his interest with the consent of his Yugoslav partner, after giving him right of first refusal. Contracts to become valid must be registered with the Secretariat for the Economy, which reviews them for conformance with Yugoslav law, constitution, economic and investment policy.

Several large foreign firms have expressed interest in the new Yugoslav laws, and some contract proposals may be forthcoming in the next months.

Yugoslavs are quick to point out that they are not looking for large amounts of investment, but that they want the influx of technical and managerial skills and concern that come with an entrepreneur's direct participation in a venture.

Yugoslavs recognize American preeminence in these qualities, and can be expected to welcome American participation in ventures with high development potential. Tourism, chemicals, electronics, mining, metals and the machine industries have been specifically mentioned in this regard.

As is the case with licensed manufacture, a joint venture may also lead to increased sales of complementary products not covered by the special manufacturing arrangements.

New trade possibilities

U.S. sales in Yugoslavia, which comprised 15-20% of Yugoslavia's total imports in past years, may remain below 10% for some time to come, due to the end of PL 480 sales of wheat, cotton and edible oils. Progress of the economic reform, however, opens new opportunities for the sale of industrial products and equipment for the modernization of Yugoslav industry, and the import of several consumer goods has also been liberalized.

Yugoslav agriculture is at the beginning of a major program to mechanize and industrialize its agricultural operations. One mission of agriculturalists visited the United States in May and two more were completed in October. Methods and machines for large-scale mechanization of agriculture were the main objects of their trips.

Millions of dollars worth of sales prospects exist for the following: complete lines for raising and harvesting corn and small grains, including combines and completely equipped tractors; grain driers and seed treating equipment; sugar beet harvesters; irrigation, spraying and dusting equipment; plants for the manufacture of corn flakes and corn chips; livestock and poultry feeding equipment; meat processing equipment; and canning and beverage bottling lines.

The need for expanded facilities to meet growing tourist demands will continue for the foreseeable future, and with it a substantial market for hotel food and beverage equipment, heating, air conditioning and temperature control units, recreation equipment and business machines.

Construction equipment, industrial controls, television broadcasting and electronic manufacturing equipment will be in demand, as will crude oil, coking coal and metal scrap.

Import of many consumer goods has been liberalized, and western food and papers products, toiletries and kitchen implements are making their appearance. Western alcoholic beverages are available at approximately U.S. prices, and Pepsi-Cola has become a part of the Yugoslav scene. The time has now come for expanded efforts to sell consumer goods in Yugoslavia.

Increasingly, Yugoslav exporting industries are in a position to pay cash for imports of equipment; however, substantial credits are still the rule for the supplier who wants to compete in this market. One major European country has already exported over $100 million worth of goods, mostly industrial equipment, to Yugoslavia in 1967, of which nearly half was covered by government-sponsored credit guarantees. One American firm has sold $1.5 million, and reports that an additional $1 million could be sold for credit.

Greek Government attempts to stabilize, modernize economy

U.S. private investment welcome; Greece hopes for full EEC status

According to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Athens, the Greek economy, demonstrating a continuing strength, is expected to experience a 5.5% rate of growth in GNP during 1967. This is despite the effects both of two years of political uncertainty culminating in a military takeover on April 21 and of a period of readjustment after a number of years of rapid but uncontrolled growth.

Even though imports are not expected to grow as rapidly as in previous years, the more pronounced slowdown in the rate of growth of invisibles and an actual decrease in capital inflow will probably result in some net deterioration in the balance-of-payments account. The new regime has adopted measures aimed at stabilizing the economy. These measures have generally been successful, as evidenced by favorable trends in price levels. bank deposits, and note circulation.

Expansionary policies

More recently, the Government has shown indications of adopting mildly expansionary policies. A start has been made in attacking the basic structural problems of the economy, although it is too early to tell whether the Government will be successful in its stated aim of modernizing the economy in preparation for Greece assuming full membership in the European Community. U.S. capital can play a definite role in this planned modernization, as the Greek Government is actively soliciting foreign investment in the hope that it will provide the necessary productive capacity, techniques, and know-how for an economic transformation.

No fundamental changes are seen in America's share of the Greek market, although in the immediate future exporters can expect somewhat more difficulty in disposing of their goods owing to increased competition from EEC suppliers, the declining rate of import growth, and the presently reduced levels of aid and private capital inflow into Greece from the United States.

Indonesia fights inflation

Price index rise will only slightly exceed government's 65% target; next year's goal 30%

The Government of Indonesia has made notable progress in 1967 in attacking the hyperinflation that took root some years ago and began to skyrocket in 1965-66. (During the 12 months ending June 1966 Djakarta's cost-of-living index went up over 1500%.) The price index went up only 51% during the first eight months of 1967, and probably will be somewhat above the 65% limit, within which the Government is trying to hold prices this year, according to the latest Economic Trends Report submitted by the U.S. Embassy in Djakarta. The Government's goal for 1968 is to keep the cost-of-living index from going up more than 30%.

The current problem is rice, the price of which began rising sharply in September after remaining stable the preceding two months. While this is a normal seasonal upswing (Indonesia's big rice harvest is in April-June), the government is committed for political and economic reasons to stay close to the 65% target—and rice makes up about 40% of the average Indonesian's market basket purchases.

In the past, the government has "injected" rice into the market to hold down prices, but low rice stocks apparently ruled out "injections" in early September. The PL-480 agreement signed in September for 100,000 metric tons of rice made it possible for the Government to begin "injecting" rice again, which brought at least a temporary halt to the price rise. (The unusually long dry 1967 summer, however, has reportedly reduced overall food supply prospects.)

Attempts to balance budget

The Government of Indonesia's financial austerity program for fighting inflation is built on the classical fiscal and monetary measures of trying to balance the government's budget and restraining the issuance of bank credits. 1967 was the first year in over a decade when an Indonesian Government actually tried to balance the budget. Import duties were sharply raised and domestic tax collection intensified, construction of almost all state-financed industrial projects and buildings was sharply curtailed or halted, and an effort was made to halt expansion of government employment.

While the 50% increase in salaries and a 25% increase in rice rations of government employees in April made budget-balancing a virtual impossibility, the deficit for the year will be somewhat more than 10% of the total budget (compared with a deficit of over 100% of revenue in 1966). As a result of the tightened fiscal and credit policies in 1967, the rate of increase in Indonesia's money supply has been much lower than in the last several years, with bank credits replacing budget deficits as the chief cause of expansion.

Official and press discussion of the 1968 budget draft presented to Parliament in September emphasizes the need for balancing expenditures with revenues. The proposed budget is substantially larger than this year's. Development projects are still under wraps (over half of the more than 300 started under Sukarno but still unfinished are to remain in mothballs), but more money is to be allocated to rehabilitation of existing industry and infrastructure to help bring the economy out of the doldrums.

Proportionately more revenue is to come from domestic sources—income, corporation, property, and sales taxes—than from the import duties and export taxes. How far the government will be successful in tapping new revenue sources remains to be seen.

Foreign credits and other assistance in 1968 are to be used solely for development; in 1967 none of the foreign assistance was earmarked for development as such. While the proposed budget is ambitious and will be difficult to balance, it is a sophisticated effort to combine the nation's stabilization and growth objectives.

Austerity reduces activity

Financial austerity for stabilization has dampened demand (as austerity always does) and noticeably reduced economic activity in general. This was particularly true early in the year when bank loans were tightly held and budgetary expenditures kept close to revenues. While bank money subsequently became a bit easier and protective tariffs were raised in April and August to help the textile and certain other domestic industries, the

U.S.-BUILT UREA PLANT at Palembang reflects the new economic climate developing in Indonesia.

RICH NATURAL RESOURCES should help Indonesians set their economy back on its feet. These workers are adjusting the drill on a well at Pladju, on the oil-rich island of Sumatra.

economy has continued to move at a sluggish pace.

Real GNP has grown only slightly, if at all; in per capita terms, income actually declined, since Indonesia's estimated current annual population growth of about 3% was more than the GNP increase. Government salaries, despite the April raise, remain extremely low, as are incomes in most occupations.

The student demonstrations in late September protesting the increase in rice prices, although non-violent, showed the tensions lying just below the surface.

The financial pressures put on state firms to rationalize production (e.g., inability to get easy bank credits for working capital, virtual elimination of subsidies) led to some business failures and decreases in employment as firms were forced to cut padded payrolls. Some 3 million are now unemployed (compared with 2.1 million in 1966) and 12-15 million are officially considered underemployed.

Long-term growth strategy

As reflected by the 1968 draft budget, the Government is under pressure to get the economy moving. Along with the better known cabinet ministers, the small team of professional economists who fathered the current austerity program are under close scrutiny, with the public and businessmen waiting for palpable signs of economic improvement.

Plans for greater investment next year in the rehabilitation of industry and basic economic facilities are aimed at stimulating demand for domestically produced goods and making more jobs available. For one thing, economic activity has to increase in 1968 if the Government's newly designed program for expanding tax revenues is not to become an academic exercise.

The guidelines for the Five-Year (1969-73) Plan now being discussed symbolize the Government's emphasis on realism and financial stability as the economy moves from stabilization to growth and development. The top priority target in the proposed plan is agriculture, with those light and medium industries using agricultural and other domestic raw materials or contributing to agricultural output (e.g., fertilizer) coming next.

The rehabilitation of roads, harbors, and infrastructure in general will also be stressed to remove bottlenecks impeding export and inter-island trade. As now conceived, domestic capital resources are not to be used for heavy industrial projects during the five-year planning period; big development projects during the coming 5-10 years will depend on foreign resources.

Along with growth targets, current official economic thinking about the coming plan emphasizes the need to restructure the country's economic system. Incentives for private businessmen are to be heightened to induce the country's entrepreneurs into more productive, less speculative channels. The new banking law now being considered by Parliament is only one of a long list of planned adjustments to move basic elements of the economy out of government control.

Government economists are also discussing ways of turning the state banks' interest rates into a monetary tool that could be used to ration the country's scarce capital resources. At present, the monthly interest rates at state banks (3-5% for loans and about 2% for deposits) are virtually meaningless, since the price index goes up about 5% a month. (The monthly interest rates at private banks is over 10% for loans and 6-8% for deposits.)

Implications for U.S.

U.S. Ambassador Marshall Green's statement at the Sept. 15 signing of the most recent PL-480 agreement for 100,000 metric tons of rice pointed up the U.S. Government's attitude toward the Government of Indonesia's effort at economic reform. He said that the terms of this agreement ("the most generous possible under U.S. law") clearly indicate "the confidence of my government in the stabilization and rehabilitation programs of the Indonesian Government."

This agreement brought the total of U.S. assistance in Indonesia in 1967 to $57.5 million (commodity credits of $30 million and $27.5 million in PL-480 assistance). The rest of the $65 million pledged by the U.S. Government at Intergovernmental Group meetings earlier this year will probably be committed in the next month or so.

The progress made by the Government's economic reform in stemming the country's runaway inflation and establishing constructive economic and political relations with the free world in 1967 has been impressive. Of particular importance is the determination to face problems shown by the government against the opposition of vested interests, and the position of a team of trained economists with the ear of General Suharto who are trying to restructure the country's economy along liberal, free-market lines.

Indonesia's strengthened stability and improved prospects for economic growth have served the U.S. goal of promoting stability and economic growth throughout Southeast Asia, where Indonesia can and should play an important role. Indonesia's participation in the establishment of the Association of Southeast Asian Nations and at the recent Transportation-Communications conference in Kuala Lumpur are examples of the Government of Indonesia's effort to take constructive part in regional affairs.

The Foreign Investment Law adopted

by Parliament last January—and since then elaborated in a number of executive directives and regulations—represents a 180-degree turn in policy.

Tax holidays, easy repatriation of profits and capital, special advantages for foreign investment in outlying islands, two-year free import privileges for raw materials, machinery, and the personal needs of foreigners sent to Indonesia by overseas investors—all these and other incentives are being offered to attract foreign capital and know-how into joint or completely foreign-owned ventures here. The law permits direct private foreign investment in all sectors except defense industries and public utilities.

The Government's effort over the past year to restore confidence of private foreign firms in the future of doing business in Indonesia has encouraged U.S. and other businessmen to resume or start activities here.

Foreign-owned assets taken over during the Sukarno period are now being returned—six U.S. firms are already back in control of their assets through agreement with the Government and a similar type of agreement with another U.S. company is being negotiated. (A total of nine U.S. firms had their property taken over.)

The Government of Indonesia has opened a world-wide public tender for tin exploration and development and expected to open at the end of October a general tender for mineral exploration in 52 areas scattered throughout Indonesia. The government is also ready to allow foreign companies alone or with Indonesian partners to handle various types of air traffic (all except trunk lines).

Clarification to come

Further clarification of various points in the law and its application will have to be worked out as concrete investment proposals are processed, but the Government has underscored its desire—and need—to move ahead rapidly.

One problem still to be resolved stems from the delay in Parliament's adoption of a much-discussed new banking law to pave the way for the establishment and operation of foreign banks here. The First National City Bank of New York, Bank of America, American Express, and the United California Bank have indicated their wish to open branches in Indonesia (along with Thai, Dutch, Japanese, and other banks). American Express and a Bangkok bank have already signed provisional agreements with the Government to this end.

Djakarta's big hotel is now crowded with businessmen from the United States, Western Europe, Japan, and neighboring Asian countries. While many are investigating trade opportunities, a substantial number are looking for a place to invest funds safely and for long-run, legitimate profit. The only hold-outs are the communist countries of Eastern Europe, and of course Communist China, who give the impression of being worried about neo-colonialism or disgruntled because the Government is stressing Indonesia's need for privately owned and operated businesses.

Potential U.S. investors have not been slow in getting off the mark, and they have been supported by the U.S. Government's quick action in working out an Investment Guarantee Agreement with the Government of Indonesia.

By September, U.S. companies had submitted applications to AID for over $300 million in guarantees for potential investment in various fields (e.g., petroleum, mineral exploration and development, banking, transportation).

While U.S. companies are leading the pace, Dutch, Japanese, German, English, Thai and other enterprises are steadily increasing their activities. The Netherlands and other countries are working out investment guarantee agreements with the Government of Indonesia.

Other possibilities for investment that U.S. companies might advantageously explore include the manufacture of equipment (hand tools) for agriculture and forestry, port-and-harbor development, fertilizer production, construction of electric power installations. These industries have all been pinpointed in official commentary on Indonesia's development needs in the coming 5-10 years. Consumer goods products such as pharmaceuticals should not be neglected. In the longer run tropical agriculture may be the largest growth area, as it was in prewar days.

All offers of foreign investment must be screened and approved by the Presidium; and, reportedly, the Presidium is most interested in proposed investments that will serve one or more of the following goals: (1) earn or save foreign exchange, (2) provide quick yields and employment opportunities, or (3) bring in modern equipment and technology to increase production or lower costs .

Trade momentum slow

While investment opportunities get the most attention, trade opportunities for U.S. companies grew in 1967. Indonesia's needs for food, fiber, machinery and other manufactures, and spare parts provide a potentially large market for U.S. exports.

Indonesia's purchases with U.S. Government import loans must be from U.S. firms and shipped in substantial part on U.S. carriers. Under a recently signed agreement, the first American President Lines ship in over two years was scheduled to arrive in Djakarta port in October carrying more than 1,000 tons of products from the United States, mainly spare parts and trucks.

Prime examples

The textile and wood-working industries are prime examples of what needs to be done. Large doses of new equipment and technological modernization are required to reduce production costs to a level where competition with foreign products is possible.

Road-building and other transportation and communications equipment, electric power installations are expected to be in growing demand as rehabilitation goes forward.

Potential U.S. suppliers of this type of equipment and know-how face competition from Japanese and other nearby suppliers, as well as from Western European industrialized countries. Terms of sale and technological "fringe benefits" (e.g., training of Indonesian workmen and engineers) is important. Also, any offer of a package deal combining export and import business would be of great assistance in breaking into (or protecting a product's position on) a market that needs just about everything for a rapidly growing population of over 110 million people.

The new regulations were the latest in a series of (Government) economic reform measures to stimulate exports and make best use of foreign currency credits in importing goods of greatest value to Indonesia during the next phase of its reform program.

Over the past year, exporters have been permitted to retain an increasing share of their export earnings under the Export Bonus (BE) system, and on July 28 the retention rate went up from 50% to 75% for major commodities like rubber, tin, coffee, and tobacco. The retention rate for other commodities was set at 90%, compared with a previous 75 or 90%.

The July regulations also contained provisions aimed at substituting sales of foreign credits (Credit BEs) for foreign supplier credits (BEs without cover). Imports with "BEs without cover" were temporarily banned, while financing and down-payment provisions were lightened

for Credit BE sales. Also, the list of goods importable with Export Bonuses was expanded, extensive alterations were made in tariff levels, and various other measures introduced to facilitate import and export activities.

The July regulations called for the raising of check prices to world market levels (i.e., the price at which an exporter is accountable to the government for his foreign exchange earnings). Strong exporter protests on the consequent loss of "overprice" earnings apparently led to a temporary drop of exports in August. In addition, the overstimulation of Credit BE sales following introduction of the new measures led to the suspension in August of over 20 of Djakarta's private banks from the Clearing Association for being unable to meet clearing account requirements as a result of excessive loans for Credit BE purchases.

After inspecting the books of the suspended banks, the Central Bank extended certain of them credits, thereby making possible reinstatement in the Clearing Association of most of the affected banks. Reading the riot act to private banks in generally tense money-market atmosphere pointed up the Government's determination to force private as well as state banks to conform to the regulations set by the government and Central Bank.

Portugal's economic slowdown continues

Stagnating traditional industries offset gains made by newer areas

The Portuguese economy has not yet recovered from the slowdown which began in mid-1966, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Lisbon.

While domestic production, exports and imports are all expanding, their rate of growth is down compared with recent years, and the rate of increase in the GNP (at constant 1963 prices) is probably not exceeding last year's 4.7%. Only tourism, construction and some of the newer industries are showing signs of steady growth, while agriculture and Portugal's traditional industries, such as fishing, cork and wine production, are stagnant.

The slump is generally attributed to economic slowdown in countries which are Portugal's principal trading partners, deflationary monetary and financial policies of the Portuguese Government, and a domestic financial market not structured to mobilize funds for fixed-capital formation.

A chronic deficit in the balance of payments of Angola and Mozambique with metropolitan Portugal, and emigration of Portuguese workers to Northern Europe also remain problems, although there are signs that the latter may be subsiding due to less attractive opportunities elsewhere and restrictions by receiving countries.

There are some indications, however, that resumption of a higher growth rate may materialize soon. Bright spots are vibrant activity in the construction industry, improved agricultural conditions this year, and continuing high earnings from tourism.

Monetary optimism

While the Portuguese monetary system is extremely liquid and still does not provide medium and long-term credit necessary for industrial expansion, there are signs this is improving. The Portuguese Government recognizes the problem and has recently allowed increased interest rates for long-term deposits and credits. In addition, the Government has floated a public bond issue and authorized private issues at rates attractive to investors.

General implications of these trends for the United States are:

- The short-term trade outlook is unpromising. Wheat sales to Portugal are likely to be down as a result of more favorable domestic harvests, and improvement of demand by other industries—particularly textiles, which are a large consumer of American cotton—will probably take time to develop.
- The longer-term trade outlook is better. The Third Development Plan (1968-1973) calls for total investment of $4.3 billion in metropolitan Portugal and $1.5 billion in overseas provinces. While major investments are planned for education and public health, the emphasis will be on manufacturing, mining, transportation and communications, power, agriculture and tourism. Demand for products in these fields should increase substantially.
- The investment outlook is good. According to the Development Plan, private funds are expected to provide 70% of the total investment targeted for metropolitan Portugal and roughly 64% for overseas provinces. Foreign investment is welcomed, and American firms should find many opportunities as the Development Plan is implemented.

Inflation is hobbling investment, export status in So. Africa

Synthetics, tools and machinery are most promising imports now

Although anti-inflationary measures are now affecting a more representative cross-section of the economy, the outcome of the battle against inflation is still in doubt in South Africa.

According to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Pretoria, the rate of growth of real GNP will be roughly 5% in 1967, with a number of factors operating to reduce the growth rate in 1968.

The sucess of unions in important collective bargaining sessions and the rate of government expenditure are key elements in determining future prices.

Because money markets are extremely tight, interest rates will remain at their present high levels, or possibly increase.

Business expectations are generally pessimistic, but a note of optimism may be warranted by anticipated Christmas buying and by spillover effects from record receipts in agriculture.

South Africa's balance-of-payments situation is insecure, with a deficit of some $270 million in the offing for 1967. Holdings of gold and foreign exchange, however, are leveling off because of a large inflow of short-term capital.

Implications for U.S.

Implications of these trends for the United States are:

- Although greater effort will be required to maintain the U.S. share of the market, the United States will probably continue its healthy balance-of-payments surplus with South Africa.
- The most promising opportunities for U.S. exporters lie in the fields of synthetic fibers tools, accounting machinery and computers, printing machinery, lifting and loading machinery, packaging and folding machinery, household appliances, and electrical measuring and control equipment.
- A high rate of return on investment continues to attract U.S. capital to South Africa, but the flow may be diminished by such factors as increasing costs and dampened local demand resulting from the anti-inflationary drive.

Mozambique revises tax structure to gain revenue for development

New code contains six basic taxes on income and land; replaces present system of four direct taxation groups

Mozambique has adopted a new Code of Income and Land Taxes (Codigo dos Impostos sobre o Rendimento) to replace the present system of four direct taxation categories. The revised tax structure is designed to create additional revenue to ease the shortage of public funds for both normal governmental and development expenditures.

The new code will become effective Jan. 1, 1968, and will include six basic taxes:

- An industrial tax, which is fixed at 12% of net taxable income of trading and industrial concerns and at 5% for government-controlled organizations of exporters and traders;
- A capital investment tax of 12% on income from all capital investments in Mozambique and 5% on earnings from partnerships, cooperatives and stock companies.
- A farm tax of 10% of taxable income from all agricultural enterprises;
- An urban property tax, fixed at 10% on net income from urban property with construction and at 5% on unimproved real estate;
- An occupational tax levied at 2-10% of earnings exceeding $1,600;
- A surtax, placed at from 3-45% on income from all sources less deductions of $1,600 for single resident individuals, of $3,200 for married residents, from $240 to $960 for each dependent resident child, depending on age and education, and $1,600 for nonresident individuals. Corporations may claim all distributed profits as deductions under this last category.

The defense and income taxes under the former four-tax system will be eliminated. However, the occupational tax will remain, with the rate increased considerably.

The already-established urban property tax remains unaltered except for more liberal deductions, which will include allowances for building maintenance and repair costs and tax-free status for building in the cities of Beira and Lourenco Marques for the first ten years following construction, and the first 15 years elsewhere.

Complete tax exemption is allowed for urban property owned by government corporate agencies, non-profit trade or industrial associations and foreign governments and for all buildings which rent annually for less than $96.

Local banking sources in Mozambique prognosticate that even though income taxes in the higher brackets will rise substantially, company taxes will probably increase only slightly, owing to the more liberal deductions.

Germany to issue import licenses for canned beans

The German Government is now accepting applications for licenses to import canned cut wax beans from the United States.

Applications must be accompanied by the foreign supplier's invoice in duplicate and a non-negotiable copy of the bill of lading. Import licenses will be issued if applied for within 21 days after loading.

After official publication of the exhaustion of the value limit, import licenses will be issued only for lots loaded aboard ship not later than ten days after such publication. Import licenses will be valid until May 31, 1968.

Central African Republic bans used clothing import

In Decree No. 391 of Sept. 14, the Government of the Central African Republic announced that effective Jan. 1, 1968 all imports of used clothing into that country will be prohibited.

Licenses for the importation of used clothing will no longer be issued and such licenses presently outstanding will be valid only for shipments cleared through customs by Dec. 31.

Colombia adopts metric system

The Colombia Government has officially adopted the metric decimal system as the obligatory nation-wide system for weights and measures. The system will be based on standards issued by the National Bureau of Standards, Washington, D.C.

The Ministry of Development, in cooperation with the Colombian Institute of Technical Norms (ICONTEC) and its subsidiary, the Council of Meteorology (COMET), will issue the necessary regulations for the adoption of the system.

A period of four years from the Sept. 18 date of the decree is allowed for full implementation of the system. Additional regulatory measures may be expected during this four-year transition period.

The above change should be noted in OBR 67-46, *Foreign Trade Regulations of Colombia.*

British Honduras to build new capital; seeks investors

Work is expected to start soon on the new capital of British Honduras since construction camps are already upon the site. The new city will cost initially at least £5 million (U.S. $14 million) and will be located 50 miles inland to avoid the hurricanes which twice have destroyed the present capital of Belize within the last 30 years. Besides easing the country's chronic unemployment problem, the project will help open up the country's interior for development.

Private investors will have opportunities to provide stores, restaurants, entertainment places, and most of the housing for the capital, since the government will build only the nucleus: some houses and schools, hospitals, and water, sewerage and electric power systems. The government hopes to attract interest from U.S., British and Canadian firms in addition to expanded operations of the foreign companies already operating in British Honduras.

Unless noted otherwise, each opportunity listed in this section is identified by a project number. Firms interested in following up a proposal can obtain the name and address of the foreign firm along with any additional information which may be available by writing: Office of International Investment, BIC-876, U.S. Department of Commerce, Washington, D.C. 20230. Requests should be under company letterhead and must identify the particular opportunity by its project number.

The designation WTD following the project number indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms interested in joint venture or licensing arrangements abroad. Call Area Code 202, WO. 7-3786 or write: Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. licensees offered Australian, European and African products

Production and distribution in U.S. sought for industrial mixers and blenders, unwoven felt process, and machinery

Manufacturers in West Germany, The Netherlands, Australia, Belgium, Africa, England and France are seeking U.S. licensees to produce and distribute their products for the U.S. market.

Products offered are metal cutting and straightening machines, industrial mixers and blenders, the equipment and technical know-how for the production of slugs for collapsible tubes, new type of road construction equipment, a plastic fireplace, liquid gauges, and an unwoven felt process.

Additional details concerning these products and the names and addresses of the manufacturers may be obtained by writing the Office of International Investment, Bureau of International Commerce, code 874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity described below.

• A West German manufacturer of machinery and electrical switches and controls would like to arrange a licensee agreement with a U.S. company to produce metal cutting machines and straightening presses in the United States.

The metal cutting machines come in five models: one is mechanical, and the others have hydraulic slides and feeds. The exceptional keyseating range of the machines enables keyways from ⅛″ to 10″ to be cut at variable speeds in bore diameters from ½″ to 60″, up to a maximum length of 80″. Besides standard parallel keyways, taper keyways, multi-profile and tangential keyways, involute internal gearing, serrated profiles and parallel keyways in taper bores can be produced.

These keyseating machines can also be used as vertical broaching machines with a maximum pulling force of six tons. For this purpose, a special electrical circuit can be provided.

The straightening presses, made in five models, measure and straighten tubular or cylindrical objects of unlimited lengths with a tested accuracy of 1/1000″. The base of each press contains pneumatic equipment consisting of an oil mist device, water separator, pressure cylinders, and control valve, and is designed to afford full knee room for the operator in a sitting position. Some operations of the press are handled by foot pedals, leaving the operator's hands free to manipulate the position of the piece. The firm claims the press can be operated efficiently by relatively unskilled labor due to the simplicity of design. **File 1539.**

• A Dutch firm is interested in licensing a U.S. company to produce its line of industrial mixers and blenders which are used primarily in the feedstuffs, cocoa, soap powder, rubber and milk industries.

The equipment covered by patents in the U.S. and in Europe is also reportedly sold to chemical industries where highly accurate blending of different types of chemicals is required. **File 1540.**

• An Australian manufacturer of aluminum strip used in the production of slugs for collapsible tubes seeks U.S. licensees for its process and continuous casting equipment.

The company offers technical know-how and equipment which it claims is especially suitable for small volume production using relatively unskilled labor.

The company has affiliations in the Philippines, Malaysia and Venezuela. **File 1541.**

• A Belgian highway and street construction firm seeks a U.S. licensee for its road-building machine. It claims the machine models the road surfaces in such a way as to eliminate wetness completely when it rains, thus eliminating automobile accidents caused by slipping or skidding on wet highways.

The firm has patents in several European countries. **File 1542.**

• An African manufacturer of decorative plastic items is seeking a U.S. licensee for its one-piece fireplace framework consisting of mantel and sides.

This framework, which looks like the old time fancy fireplace with mantel, is made of polyester and glass fiber. The manufacturer claims the product is strong, inert and entirely heat resistant, and looks and feels like well-finished woodwork.

The firm also makes decorative door panels, and ornate moldings for cabinets. **File 1543.**

• A British manufacturer of boiler mountings, brake linings, water gauges and valves, wants to arrange a licensee agreement with a U.S. firm to produce its line of liquid level gauges which are used in the petrochemical industry and on marine and land boilers.

The gauges meet the ASA 600 lb. pressure/temperature rating. The basic feature of the gauge is a self-supporting centerpiece which is sufficiently strong to withstand the internal pressure of the contained fluid without additional support.

The firm has a U.S. patent covering its gauges. **File 1544.**

• A French manufacturer is seeking a U.S. licensee for the manufacture of unwoven felt.

The process offered permits the continuous fabrication of unwoven felt for purposes of sound-proofing or insulation into sheets about 86½″ wide with a thickness varying, according to need, between ¾″ and 2½″ at a weight of from

a little over one ounce to about ½ lb. per sq. ft.

The raw materials used are textile fibers of all sorts, principally waste. Fibers as short at 1/20 of an inch are useable. The process is covered by a U.S. patent. **File 1545.**

Nicaragua cotton grower proposes joint venture

U.S. investor offered equity and managerial participation

Up to 50% equity, plus managerial participation is offered a U.S. joint venture partner by a Nicaraguan cotton grower. Sought in return is an investment of up to $1.5 million.

Founded in 1954 by three U.S. citizens, the firm reportedly has grown from very small beginnings into one of the largest and most modern agricultural enterprises in Nicaragua. Its operations include ownership of some 9,000 acres of land suitable for farming and grazing, plantings of cotton, sorghum and corn on 5,000 acres and a cattle raising and feed lot operation of 1,500 head, including a pure-bred Brahman herd.

The firm also operates a large commercial cotton gin, an aerial fumigation company, and an aircraft agency for a well known U.S. airplane manufacturer. It conducts an experimental seed breeding and commercial seed operation and has a warehousing facility. The firm also operates as a cotton merchant, exporter and broker.

Permanent employees number around 400. The company is said to produce about 2% of total Nicaraguan cotton production and 1% of total Nicaraguan exports. Its farms are reported to have complete housing, schools and light and water systems. The farms are almost completely irrigated and are located on the shores of Lake Managua in a most picturesque and attractive setting.

Incorporated under the laws of Nicaragua, the company is said to be one of the most far-sighted and aggressive farming enterprises in Central America. Project 7989. WTD.

Four British firms want U.S. licenses

Seek manufacture of hydraulic motors, ventilation equipment

Four British companies are interested in licensing arrangements with U.S. firms to produce items related to their present lines.

- A firm of metal fabricators seeks a license to manufacture products suitable to its production facilities.

One division of the British company produces excavator buckets, fork lift components, seat and tank assemblies and other welded parts for crawler tractors. Another division specializes in the manufacture of stainless steel kitchen equipment and aluminum fabrications.

The firm's plant covers approximately 50,000 sq. ft. and contains facilities for handling products weighing a few pounds up to ten tons.

The company employs about 100 production workers, plus an administrative and sales staff. Project 7983. WTD.

Stationery items

- A London printing company, engaged in newspaper publishing and general printing, seeks a license to produce stationery items requiring the printing process in their manufacture, with special emphasis on novelty articles and gifts.

The firm is also interested in publishing booklets, paperbacks and other printed materials used for publicity and advertising purposes, including fine art printing.

Reportedly, the London concern is a subsidiary of a British publishing enterprise which operates a group of printers and publishers throughout the U.K. Total employment of the 22 member companies is around 4,900. Project 7981. WTD.

- A Coventry manufacturer and distributor of radiators and components for the automotive industry, industrial heating equipment and cooling apparatus for marine and stationary engines seeks an exclusive licensing agreement to produce ventilation equipment.

Established in 1915, the British concern operates four major departments. Two function as press shops, the third is devoted to the production of radiators, and the fourth handles the manufacture of metal finishings.

The British firm is one of the automotive industry's largest suppliers of radiators and pressed brake and clutch components. The company has about 200 employees and branch offices in several British cities.

Presently, the Coventry company is making space heaters under a licensing arrangement with a U.S. firm. Project 7980. WTD.

- A license to make hydraulic motors suitable for use in the production of numerical control machine tool feeds is sought by a manufacturer of precision machine tools and fluid power control equipment.

The British firm is presently the U.K. sales agent for two U.S. machine tool companies. Project 7979. WTD.

German firms seek rights on several U.S. products

Three German firms are seeking U.S. licenses to produce processing machinery, water purification equipment and precision metal valves, fittings and reducers.

- A Duesseldorf machinery manufacturer seeks a license to produce processing machinery for the chemical industry. It also wants to make machinery for the ceramic, electric cable and wire rope industries.

The German concern produces machinery for brick plants, fine ceramic installations and the heavy clay industry. In addition, it manufactures a complete line of equipment for the polymerization, drying, pressing and packing of synthetic rubber and finishing machinery for natural rubber. The concern also makes cable, wire stranding and mining machinery.

Established in 1946, the firm has approximately 350 employees, plus 41 traveling salesmen and reports 1966 sales of about $4 million. It is a subsidiary of a German manufacturer of machine tools. Project 7988. WTD.

- Established in 1813, a German manufacturer of boilers, compressors, stamped and enameled parts and fabricated steel plate seeks a licensing agreement.

The company is interested in the production of water purification equipment, filters for swimming pools, and oil, air and fuel filters for the automotive industry. It employs about 250 and reports

annual sales of approximately $2.5 million. Project 7978. WTD.

• A German manufacturer of special valves and fittings for LP gas equipment seeks a license to produce newly developed types of precision metal valves, fittings and reducers.

The firm operates two plants and has approximately 180 employees. Project 7986. WTD.

Spanish paint producer seeks U.S. collaborator

A Spanish paint manufacturer seeks to expand operations through a collaborative arrangement with a U.S. firm specializing in the production of industrial coatings.

Established in 1950, the company produces and distributes decorative, marine and industrial paints. It employs around 50 traveling salesmen.

Write: Industrias Quimica Unidas, S.A., General Weyler 113-117, Badalena (Barcelona Province), Spain. Project 7987. WTD.

French firm seeks license to make plastic articles

A license to manufacture plastic advertising articles and novelties is sought by a French producer of such polyester articles as lamps, cigarette lighters and paperweights. The firm is also interested in the direct importation of original designs in this field.

The company is also engaged in the mass moulding of advertising items by injection, compression, and forming processes, and the decorating, printing and designing of plastic products.

Production facilities include injection presses of various capacities, extruding and slubbing machines and vacuum forming machines for small and large surfaces. The concern employs about 15. Project 7990. WTD.

Swedish metal treatment firm seeks U.S. license

A Swedish manufacturer and exporter of industrial chemicals, metal surface treatment chemicals and metal polishes is interested in negotiating a licensing arrangement for the manufacture of U.S. metal surface treatment chemicals in Sweden.

The Swedish firm is willing to purchase new machinery and equipment if necessitated by the licensed product and its Managing Director is prepared to visit the United States to conduct negotiations with firms responding to this announcement who are seriously interested in licensing the manufacture of their products in Sweden.

Located about 20 miles from Stockholm, the company's plant is reported to have modern equipment but plans are under way to build new premises. The firm has representation throughout Scandinavia and participated in the 1966 International Corrosion and Surface Protection Exhibition at Goteborg, Sweden. Project 7982. WTD.

Argentina offers investment guide

Booklet cites industries and areas granting incentives

Argentina's Foreign Investment Promotion Service recently published a booklet likely to interest U.S. firms contemplating investment in Argentina.

The 45-page English language publication titled "Foreign Investment Promotion in Argentina" carries the texts of four official decrees. These cover the establishment and functions of the Foreign Investment Promotion Service, the Foreign Investment Law, Priority for Equipment Importation and Industrial Promotion.

Of particular interest to potential U.S. investors are the areas and industries for which special tax and customs duties advantages are offered. Areas are detailed, but in general are the North-East, the North-West and Patagonia. Industrial sectors include steel, cellulose, paper, petrochemicals, mining, low priced housing developments, sea-fishing, afforestation and reafforestation.

Taken together, the four decrees spell out the interest of the Argentine Government in attracting foreign investment and its intention to back up this interest by instituting procedures designed to inform potential investors of specific investment projects and give prompt attention to requests for benefits in areas and industries to which the government has given priority.

U.S. firms can obtain a copy of this informative booklet by writing: Servicio de Promocion de Inversiones Externas, Ministerio de Economia Y Trabajo, Hipolito Yrigoyen 250-5° piso, Oficina 505, Buenos Aires, Argentina.

Bulgaria requests licenses to make various products

Validated licenses required under U.S. export controls

Bulgaria's official State commercial enterprise organization is interested in negotiating licensing arrangements with U.S. firms to manufacture in Bulgaria six types of products.

Licenses are sought for electric hand tools; three pole switches for electric motors with a nominal current to 25 amperes; portable X-ray equipment; freon compressors for refrigerators; reconstitution of tobacco scrap into sheets; and piezzo-electric ceramic elements and filters.

Validated export licenses would be required for these product categories. To obtain information regarding these controls, interested U.S. firms should contact: Technical Data and Services Division, Office of Export Control, BIC-866, U.S. Department of Commerce. Washington, D.C. 20230.

For additional details about this opportunity contact: Technoimpex State Commercial Enterprise, 16, Lenin Square, Sofia, Bulgaria.

Brazilian firm seeks output of U.S. amusement machines

A small Belo Horizonte producer of coin operated amusement machines seeks to manufacture machines of this type under a licensing agreement with a U.S. firm.

Established in 1964, the Brazilian company has about nine employees and leases its machines to amusement centers. Project 7985. WTD.

Japan steel firm licensed to manufacture steel silos

Butler Manufacturing Company, Kansas City has licensed Nippon Kokan K.K., a Japanese steel firm, to manufacture Butler steel silos, ventilation and dehumidifying equipment and loader-unloaders. The agreement includes technical information, use of patents and personnel training.

Spain requests bids for highway project

Applicants sought to construct, maintain and operate toll road

The Government of Spain is seeking bids for the construction, maintenance, and operation of a toll highway project to link the towns of Villalba (38 kms. N.W. of Madrid) and Villacastin (84 kms. N.W. of Madrid). These two towns are on the existing Madrid-La Coruna Highway No. 6.

The Government plans to extend the Madrid-Villalba "autopista" (super-highway built by the Government and not operated on a toll basis), utilizing the toll system. This extension will require the construction of a tunnel across the Guadarrama mountains. Bid deadline is Nov. 30.

Interested firms should contact the Office of the Director General of Roads, Ministry of Public Works, Madrid, for further information.

Copies of an explanatory memorandum which gives the terms and conditions required to take part in the bidding, and of an order (in Spanish) which sets out the conditions of the operation of the proposed highway are available from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Kuwait invites bidders for gas line project

The Central Tenders Committee of Kuwait invites the registration of prospective bidders for the coating, wrapping, and installation of a gas pipeline from the Burgan oil field to the Shuaiba power station.

The pipeline is to be about ten miles in length, ranging from 45" to 47" in diameter. The Ministry of Electricity and Water will supply the pipe.

The deadline for registration is Dec. 1, and tender documents are expected to be available in Feb. 1968.

Copies of a notice providing registration information are available on a loan basis from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Ceylon seeks bids to construct hume pipe manufacturing plant

The Senior Supplies Officer, Ceylon Cement Corp., Independence Square, P.O. Box 1382, Colombo 7, has issued tender No. HO/Q/573 for a reinforced concrete hume pipe manufacturing plant by spinning or any other process for pipes of 4" to 36" dia., a batching plant and mixer for the plant, gantry crane for handling pipes and moulds, portable granulator with a two ton per hour capacity, moulds, etc. No bid deadline has been specified.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA-588, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-5589.

Argentina seeks prequalification bids for hydroelectric complex

The Argentine National Energy and Fuel Authority is inviting firms to prequalify to bid for construction of the principal civil works for the El Chocon—Cerros Colorados Hydroelectric Complex.

The project includes the construction of an earth fill dam 2,400 meters long and 90 meters high, impounding a reservoir of 15 million cubic meters capacity.

Interested contractors should submit their prequalification applications to the Direccion Nacional de Energia y Combustibles, Avda. Julio A. Roca 651, 8th Fl., Buenos Aires, by Nov. 30. Correspondence is preferred in Spanish. The same agency may also be contacted for sample prequalification form.

One copy of tender documents is available for review, and one copy is available on a loan basis from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. Telephone 202-967-3602.

Viet-Nam seeks bids to equip wheat flour milling plant

The Industrial Development Center, 40-42 Nguyen Hue, P.O. Box 336, Saigon, has issued a tender for machinery and equipment for a wheat flour milling plant, with a production capacity of 46,000 metric tons per year. The bid deadline is Dec. 1.

A copy of the tender is available on a short term loan basis to firms located in the U.S. from the GIEC Division, BDSA-588, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-5589.

New Zealand to purchase crane

The Tenders Committee, New Zealand Electricity Dept., Head Office, Museum Street, Wellington, has issued Tender No. 512, for the supply and delivery of one 100-ton overhead traveling crane. The bid deadline is Jan. 16, 1968.

A copy of the tender is available on a short term loan basis to firms located in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-5589.

Colombia extends bid deadline

The Water-Supply and Sewer Co. of Bogota has extended the bid deadline from Nov. 13 to Nov. 30, for the design, manufacture, transportation, installation, and testing of pressure pipe. (See INTERNATIONAL COMMERCE, Oct. 16, p. 30.)

Kuwait calls for bids on water line project

The Central Tenders Committee of Kuwait announces the opening of prequalification registration for prospective bidders for construction of a gravity flow water pipeline.

The pipeline will carry brackish water from the field under development at Shaghaya to the existing line extending from the Sulaibiya field to Kuwait City. The line will be about 35 miles long, with a width varying from 60 to 70 in. Additional details will be given in the tender documents scheduled to become available in Feb. 1968.

The deadline for registration is Dec. 1.

Copies of the registration notice, which sets out the particulars required in the applications, are available from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Taiwan to purchase two silos and conveying equipment

The Central Trust of China, a Government purchasing agency, requests bids for the supply of two steel silos consisting of 24 main bins and 15 auxiliary bins with a storage capacity of 20,000 tons of grain; 16 main bins and 9 auxiliary bins; and one complete set of grain silo conveying facilities capable of unloading and conveying grains up to 400 tons per hour.

The bid deadline is Dec. 8.

Interested companies may obtain copies of drawings and specifications from the Central Trust of China, Purchasing Department, 49 Wuchang St., Section 1, Taipei, for $5.00 per set.

Copies of the invitation notice setting out the conditions and terms of the contract are available on a loan basis from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Cyprus firm to seek bids for oil refinery project

The recently formed Cyprus Oil Refinery Co., Ltd., will soon ask for bids for the construction and equipment of an oil refinery of 500,000 tons annual capacity to be erected at a cost of about $12 million at Larnaca. The company is jointly owned by Mobil, British Petroleum, Shell, and a small Cypriot firm.

The BIPM company of the Royal Dutch group is preparing a technical description of the plant and construction specifications. These are scheduled to be issued by Jan. 1, 1968.

Interested companies are invited to register their intentions to bid on the contract now, either by writing to Cyprus Oil Refinery Co., Ltd., Ariadnis 23, Nicosia, Cyprus; or, BIPM. Shell Oil Co., The Hague, Netherlands.

World Trade Opportunities

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of ExportControl or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Commercial farms

GUATEMALA—Ornamental plants, seeds. Hector M. Sierra B.—Importaciones y Exportaciones (importer, exporter), 23 Avenida 0-95, Zona 7, Guatemala City. WTD 9/67.

203 Canning, preserving foods

★★ **BRAZIL**—Cod fish, during Lenten season. Antonio de Oliveira Filho (wholesaler, retailer), Mercado Municipal No. 252/55, Belo Horizonte, MG. WTD 6/67. TM-4.

208 Beverage industries

GUATEMALA—Flavoring extracts, syrups. Direct purchase and agency. Hector M. Sierra B.—Importaciones y Exportaciones (manufacturers' representative), 23 Avenida 0-95, Zona 7, Guatemala City. WTD 9/67.

220 Textile mill products

NEW ZEALAND—Furnishing, upholstery fabrics, towelling. Sole sales representation in New Zealand. Managing Dir., Robert Strachan Ltd. (manufacturers' agent), P.O. Box 876, Auckland 1. WTD 10/67.

222 Broad woven fabric mills, manmade fiber, silk

GUATEMALA—Broad woven fabric, manmade fiber, suitable for mfr. of men's suits, jackets, trousers, raincoats. Confecciones Modernas—Morales y Morales Soc. Ltda. (manufacturer, merchant), 31 Calle 13-94, Zona 5, Guatemala City. WTD 9/67.

231 Men's, youths', boys' suits, coats, overcoats

SWITZERLAND—Men's sport coats, jackets, waterproof, for boating. Direct purchase and agency. Sunimport, H. Rusterholz (importer, agent, distributor), Meilenbach, 8804 Au/ZH. WTD 10/19/67.

233 Women's, misses', juniors' outerwear

ETHIOPIA—Nurses' washable service apparel, hospital garments. Quotations c.i.f. Addis Ababa or f.o.b. New York; exclusive sales rights appreciated. Descriptive literature, price list required. Saint Gabriel Pharmacy (importer, wholesaler, retailer, distributor), P.O. Box 721, Addis Ababa. WTD 2/67.

SWEDEN—Women's, misses' dresses. AB Regment (retailer), Regementsgatan 17, Malmo V. WTD 10/29/67.

234 Women's, misses', children's, infants' under garments

SWEDEN—Women's, misses' underwear. AB Regment (retailer), Regementsgatan 17, Malmo V. WTD 10/19/67.

239 Fabricated textile products

KENYA—Tea bags made of completely inert material which would add no alien flavor of its own to the tea; strong enough to withstand immersion in boiling water without splitting, flexible enough to allow the tea leaves to expand and permit the liquid to flow freely. Kibwari Tea Estate Ltd. (tea grower), P.O. Box No. 33 Nandi Hills. WTD 10/5/67.

SWEDEN—Terry cloth towels. AB Regment (retailer), Regementsgatan 17, Malmo V. WTD 10/19/67.

SWITZERLAND—Tarpauling covers for boats, other waterproof boat covers. Direct purchase and agency. Sunimport, H. Rusterholz (importer, agent, distributor), Meilenbach, 8804 Au/ZH. WTD 10/19/67.

265 Paperboard containers, boxes

GUATEMALA—Paper drinking cups. Direct purchase and agency. Hector M. Sierra B., Importaciones y Exportaciones (importer, exporter), 23 Avenida 0-95, Zona 7, Guatemala City. WTD 9/67.

265 Paperboard containers, boxes

HONDURAS—Paper drinking cups. Direct purchase and agency. J. Pedro Handal (manufacturers' representative), 6a. Calle No. 629, Tegucigalpa. WTD 6/9/66.

281 Industrial chemicals

★★ **BRAZIL**—Chemicals, various types. Jose Penha de Sousa (importer), Rua Dr. Barata 199, Natal, Rio Grande do Norte. WTD 10/67. TM-10.

● **BURMA**—Zinc chloride, solid fused, 97%/98% purity, 4 tons, packed in drums of approximately 1,120 lbs. each. Shipment should be before March 1968. Tender No. 1. (T)/CHEM-POI/DD (67-68), bid deadline Dec. 15. Procurement Manager, People's Oil Industry, Rangoon.★ (Telephone: 202-967-3468).

● Calcium carbide, granular, ½ mm, 350 drums, packed in 200 lb. drums each. Ship-

ment to be made before March 1968. Tender No. 3(T)/CHEM/POI/DD (67-68), bid deadline Dec. 15. Procurement Manager, People's Oil Industry, Rangoon.★ (Telephone: 202-967-2008).

PORTUGAL—Industrial chemicals used in textile industry. Direct purchase and agency. Manahu & Ca., Lda. (agent, distributor, importer), 2-C-1° Rua de Santa Teresa, Oporto. WTD 9/67.

282 Synthetic materials

★★ **BRAZIL**—Polyester resins, other raw materials for manufacture of plastic buttons; also interested in know-how to manufacture same. Industria de Botoes do Nordeste S. A. (manufacturer), Ed. Vieira de Brenha, 2d fl., Sala 238, Recife, Pernambuco. WTD 5/67. TM-18.

283 Drugs

★★ **BRAZIL**—Pharmaceutical preparations used in dentistry, with possibility to manufacture in Brazil under license. Industrial Odontologica (manufacturer), C. Postal 5010, Porto Alegre, RGS. WTD 6/67. TM-2

ETHIOPIA—Veterinary pharmaceutical preparations, water decontamination or purification tablets. Quotations c.i.f. Addis Ababa or f.o.b. New York; exclusive sales rights appreciated. Descriptive literature, price list required. Saint Gabriel Pharmacy (importer, wholesaler, retailer, distributor), P.O. Box 721, Addis Ababa. WTD 2/67.

287 Agricultural chemicals

● **GREECE**—Anhydrous sodium methyl dithiocarbamate 32.7% of W/W min. and W/W min. $CH_3NH\text{-}CS\text{-}SNa$, 525 m.t.; 3,5-dimethyltetrahydro-1,3,5,2-thiadiazine-2-thione, 85%, 60 m.t.; aldrin, 40% W. P. 55 m.t.; heptachlor, 40% W. P., 37 m.t.; ethylene dibromide, 40% W/W, 215 m.t. or D. D. soil fumigant, 270 m.t. No bid deadline has been specified. National Tobacco Board, 9 Amerikis St., Athens.★ (Telephone: 202-967-3910).

291 Petroleum refining

● **KOREA**—Lubricating oil, diesel rail car torque converter oil, Korean National Railroad requirements. Bid deadline Nov. 16. Tender No. KFX-7142-N, P.R. No. 67-G-152. Office of Supply, Government of The Republic of Korea, Seoul.★ (Telephone: 202-967-2355).

306 Fabricated rubber products

● **BURMA**—Belting and hose, various quantities and types. Tender No. MEIC/B Rlys/13 (T) 53/67-68, bid deadline Nov. 30. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-3387).

SWEDEN—Automotive rubber and vinyl floor mats, wheel covers, automobile accessories; plastic tile flooring. Lars R. Norrman, Bjorkuddsgatan 10, Goteborg 5.

311 Leather tanning, finishing

GUATEMALA—Upholstery leather. Prometal Ltda.—Edwards, Berkowitz, Ltda. (manufacturer), 15 Avenida 10-53, Zona 1, Guatemala City. WTD 9/67.

317 Handbags, personal leather goods

THAILAND—Ladies' handbags, made of leather. Direct purchase and indent agency basis. C.i.f. Bangkok prices, catalogs requested. Lord & Lady R.O.P. (importer, retailer), 98 Rajprasong Shopping Ctr., Bangkok. WTD 10/67.

323 Glass products

SWEDEN—Automobile mirrors. Direct purchase and agency. Lars R. Norrman (agent), Bjorkuddsgatan 10, Goteborg 5. WTD 10/19/67.

331 Steel mill products

● **BURMA**—Billets, plates, sheets and bars: 18 items, total weight 199 tons. Tender No. MEIC/B.Rlys/13(T)55/67-68, bid deadline Dec. 4. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2363).

● Spring steel flats, wire, carbon, for laminated bearing springs and helical springs: 13 items, total weight 68 tons. Tender No. MEIC/B.Rlys/13(T) 58/67-68, bid deadline Dec. 7. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2363).

● Spring steel wire for helical springs: about 3 tons, size range 1 SWG to 20 SWG. Tender No. MEIC/B.Rlys/13(T)59/67-68, bid deadline Dec. 11. The Chairman, Union of Burma, Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2363).

● Plates and shapes: 1145 mild steel plates 8′ x 4′ x ⅛″ to ¾″; 277 boiler quality plates 8′ x 4′ x ⅛″ to 1″; 260 beams 24″ x 9″ x 94 lbs.; 100 beams 12″ x 8″ x 45 lbs. and 500 beams 6″ x 4″ x 12 lbs. Tender No. 108/T/CONST/PWC/67-68, bid deadline Nov. 30. Vice Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-967-2363).

● Angles, tees and channels: 875 L/tons angles 6″ x 4″ x ⅜″ to 2½″ x 2½″ x ¼″; 50 L/tons tees 4″ x 3″ x ⅜″ and 70 L/tons channels 8″ x 3″ x 16 lbs. Tender No. 109/T/CONST/PWC/67-68, bid deadline Dec. 4. Vice Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-967-2363).

● Wire, galv., 40 tons No. 9 SWG. Binding wire, galv., 2 tons No. 15 to 26 ga. wire, mild steel, bright hard brown, 20 tons No. 10 S.W.G. wire, spring steel, 1000 lbs. No. 11 to 16 S.W.G. Tender No. 1 (T)/CONST-POI/DD (67-68), bid deadline Dec. 15. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-967-2363).

GUATEMALA—Sheet metal. Prometal Ltda.—Edwards, Berkowitz, Ltda. (manufacturer), 15 Avenida 10-53, Zona 1, Guatemala City. WTD 9/67.

● **INDIA**—Channels: 63 tons, 5/16″ x 1″ x 2½″ x 18′. Tender No. PER-14480/SPC-1, bid deadline Nov. 20. Purchase Officer, Indian Telephone Industries Ltd., Dooravani Nagar, Bangalore 16. Tender documents available from India Supply Mission (Ref. No. D/ENQ/2446), 2536 Mass. Ave., N.W., Wash., D.C. 20008.

● **NEW ZEALAND**—Line Pipe, High-Test: Approximately 2,005,000 lin. ft. of high-test line pipe in accordance with the American Petroleum Institute Specification API Std. 5LX, Fourteenth Edition March 1967, sizes 6⅝″ O.D. and 8⅝″ O.D., and approximately 205,000 lin. ft. of line pipe in accordance with API Std. 5L, Grade B, size 3½″ O.D., for Kapuni Gas Pipeline Project. Tender No. SMQ-1400, bid deadline Nov. 21. New Zealand Government, Ministry of Works Stores Manager, P.O. Box 12043, Wellington North.★ (Telephone: 202-967-2363). Tender documents also available from New Zealand Senior Trade Commissioner, 1145-19th St., N.W., Wash., D.C. 20036.

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—The controller has invited bids for a supply of stores which consists of 255,000 lbs. of copper weld wire, other materials and tools. Closing date Dec. 1. Tenders to be obtained and addressed to: Controller, Posts and Telecommunications Stores, 57th St., Rangoon. Copy of tender may be reviewed in Rm. 4806, U.S. Department of Commerce, Washington, D.C. 20230.

● **TRINIDAD**—ACSR 307,000 lbs. Tender No. 1371 and 273,000 ft. Tender No. 1372, bid deadline Nov. 27. Specifications available from Purchasing Officer, Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain. Tender copy available for review in Rm. 4813, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone 202-967-4579).

● **URUGUAY**—ACSR 3,600 Kms. 6 and 13 mm.² and accessories for power distribution. Tender number 5934/67 in Spanish, bid deadline Nov. 21. Bids accepted only through firms or individuals established in Uruguay. Administracion General de las Usinas Electricas y los telefonos del Estado, Seccion Licitaciones, Calle Paraguay 2431, P. 8, Montevideo. Copy of tender available for review in Rm. 4813, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone 202-967-4579).

342 Cutlery, hand tools, general hardware

★★ **BRAZIL**—Implements, agricultural. Imensa S.A.—Industria Metalurgica do Nordeste (manufacturer), Distrito Industrial Joao Pessoa, Paraiba. WTD 5/67. TM-1

SWEDEN—Hand, edge, automobile repair tools; builders' hardware. Direct purchase and agency. Lars R. Norrman (agent), Bjorkuddsgatan 10, Goteborg 5. WTD 10/19/67.

SWITZERLAND—Boating hardware for sailboats, related boating accessories, novelties. Direct purchase and agency. Sunimport, H. Rusterholz (importer, agent, distributor), Meilenbach, 8804 Au/ZH. WTD 10/19/67.

351 Engines and turbines

● **BURMA**—Supply and erection of turbines, generators, transformers, switchgear, switchyard and material and accessories for Baluchaung Hydro Project. Sealed tenders in prescribed forms are invited and will be received by the Controller of Stores, Electricity Supply Board, Ahlone/Strand Road, Rangoon. Bid deadline is April 1. Tender No. 73/T/EL-(ESB)/66-67.

Copies of specifications and prescribed

forms for this tender can be obtained for $21.50 each (by certified check), payable to the American Embassy, Rangoon.

353 Construction, mining, materials handling machinery, equipment

● **BURMA**—Supply of six diesel driven fork-lift trucks with a capacity of 6,000 lbs. and 11 industrial tractors with a towing capacity of five tons. Bid deadline Dec. 9. Chairman, Board of Management for the Port of Rangoon, P.O. Box No. 1, Rangoon.★ (Telephone: 202-967-5589).

● **CHILE**—Public bids are invited for the supply of electric hoists, road levelers, snow plows, dozers and ventilators. Complete specifications available from "ENDESA" S.A., calle Estado 337, Of. 306, Santiago, at a cost of approximately $25.00. Payment under BIRF credit. Tender number not supplied. Bid deadline Nov. 23. Empresa Nacional de Electricidad S.A. "ENDESA", calle Estado 337, Of. 306, Santiago.

● **URUGUAY**—Ten pulled type thirteen-wheel two-axle compactors. Tender No. 19-1967. Bid deadline Dec. 6; ten portable gas-oil fired bituminous heating units, Tender No. 20-1967. Bid deadline Dec. 7; ten truck mounted bituminous material spreaders. Tender No. 21-1967. Bid deadline Dec. 11. Only firms of individuals established in Uruguay may enter bids. Correspondence preferred in Spanish. One copy of specs, terms and conditions (in Spanish) available for inspection. Direccion de Vialidad, Av. Uruguay 1120, P.4, Montevideo.★ (Telephone: 202-967-5566).

354 Metalworking machinery

★★ **BRAZIL**—Can making machinery. Sizes 1 lb. for Brazil nuts; 1 gal., 1 qt., ½ gal., 1/16 gal. paint cans; cans for edible oils in 1 liter size. Portuense Ferragens S.A. (manufacturer), rua Cons. Joao Alfredo 166, Caixa Postal 535, Belem, Para. WTD 7/67. TM-6

● **INDIA**—One power operated guillotine shearing machine with accessories, suitable for shearing 4 mm. thick by 1500 mm. sheet, Tender No. BARC/P/CAP/212, bid deadline Nov. 22. One hand operated turret punch press, 18 in. throat. Tender No. BARC/P/CAP/214, bid deadline Nov. 23. Head Purchase and Stores Div., Bhabha Atomic Research Centre, Purchase Div., Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-967-2723).

PORTUGAL—Power driven hand tools. Direct purchase and agency. Gomes de Castro & Irmao, Lda. (agent, distributor, importer), 229 Rua Guedes de Azevedo, Oporto. WTD 10/67.

355 Special industry machinery

★★ **BRAZIL**—Machinery for manufacture of yarn, thread; modernize plant by obtaining new or reconditioned equipment. Would like 5-10 yr. terms. Companhia Itabirito Industrial (manufacturer), Rua Curitiba 997, Belo Horizonte, MG. WTD 8/67. TM-10

★★ Chicken slaughtering equip., milk pasteurizing, sterilizing equip., ice cream mfg. equip., equipment for production of concentrated fruit juices, fish meal rendering equip., margarine mfg. equip., and general slaughterhouse equip. Presently refrigeration operation. Madef (manufacturer, importer, exporter), Rua Vig. Jose Inacio 54, Porto Alegre, Rio Grande do Sul. WTD 5/67. TM-4

★★ Lithographic equipment for printing of can labels. Portuense Ferragens S.A. (manufacturer), Rua Cons. Joao Alfredo 166, C. Postal 535, Belem, Para. WTD 7/67. TM-7

★★ Machinery for production of prefabricated concrete houses; machinery to manufacture sheets of copper, brass. Ausonia S.A., Industria Comercial Construtora (contractor), Praca Vidal de Negreiros 63, 4 andar, Recife, Pernambuco. WTD 7/67. TM-2

IRELAND—Abbatoir equipment, meat mincers, hamburger machines. Broderick Bros. Ltd. (importing distributor), 23-25 Wellington Quay, Dublin 2. WTD 10/67.

JAPAN—Machinery for automatic measuring, mixing and filling cans of paint; should be adjustable to fill either in gallons or liters. Direct purchase and agency. Yokohama Chemicals Co., Ltd. (importer, distributor), 16-Go, 31 Banchi Shiba 5-chome, Minato-ku, Tokyo, Attn: Mr. Isamu Ono. WTD in preparation.

PORTUGAL—Sanding machines. Direct purchase and agency. Gomes de Castro & Irmao, Lda. (agent, distributor, importer), 229 Rua Guedes de Azevedo, Oporto. WTD 10/67.

356 General industrial machinery

★★ **BRAZIL**—Furnaces, retreatment, fuel oil fired, for rolling mill. Desires 8 yr. terms. Cia Geral de Industrias (manufacturer), Av. Bento Goncalves 1503, C. Postal 618, Porto Alegre, RGS. WTD 6/67. TM-32

GUATEMALA—Ball, roller bearings. Prometal Ltda., Edwards, Berkowitz, Ltda. (manufacturer), 15 Avenida 10-53, Zona 1, Guatemala City. WTD 9/67.

357 Office, computing, accounting machines

● **INDIA**—Supply of one vibrating counter scale of 5 KG capacity, two dial type balance of 50 KG capacity, one 150 KG capacity platform type weighing machine, one analytical balance of 200 grams; all with sets of weights. Tender No. HAL/NK/MP/I/05 Global T 34/67, bid deadline Nov. 15. Purchase Manager, Hindustan Aeronautics Ltd., Nasik Div., Old Distillery Bldg., Nasik Rd., Maharashtra.★ (Telephone: 202-967-2939).

358 Service industry machines

GUATEMALA—Soft-drink coolers, soda fountains. Direct purchase and agency. Hector M. Sierra B.—Importaciones y Exportaciones (importer, exporter, manufacturers' representative), 23 Avenida 0-95, Zona 7, Guatemala City. WTD 9/67.

● **INDIA**—Supply of eight portable industrial vacuum cleaners with spares for two years and accessories. Tender No. HAL-NK/MPI/05/Global T 37/67, bid deadline Nov. 15. Purchase Manager, Hindustan Aeronautics Ltd., Nasik Div., Old Distillery Bldg., Nasik Rd., Maharashtra.★ (Telephone: 202-967-2939).

363 Household appliances

SWEDEN—Automobile vacuum cleaners to be plugged into car lighter socket. Direct purchase and agency. Lars R. Norrman (agent), Bjorkuddsgatan 10, Goteborg 5. WTD 10/19/67.

364 Electric lighting, wiring equipment

SWEDEN—Automobile headlights, spotlights, lights, directional signals, emergency warning lights, related products. Direct purchase and agency. Lars R. Norrman (agent), Bjökuddsgatan 10, Göteborg 5. WTD 10/19/67.

365 Radio, television receiving sets

UGANDA—Household, automobile radios and spare parts; record players and spare parts; amplifiers, loundspeakers; juke box spare parts; signal generators, signal tracers. African Cycle Mart (importer, wholesaler, retailer), P.O. Box 1450, Kampala. WTD 10/19/67.

366 Communications equipment

● **BURMA**—Supply of telephone control equipment, including main control unit, telephone and head sets, push-button type keyboard, switches, transceivers, and protectors. Tender No. MEIC/B.Rlys/14(T) 1256/67-68, bid deadline Nov. 27. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. (Telephone: 202-967-4823).

367 Electronic components, accessories

★★ **BRAZIL**—Photo-electric cells CdS; bi-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.
ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.
ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.
CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.
CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.
CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.
CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.
DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.
DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.
DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.
DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.
GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.
HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.
HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.
HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.
MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.
MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8500.
MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.
NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.
PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.
PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.
RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.
RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.
SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

metals, wire No. 50 AWG for resistance and thermo-bimetal furnished as a strip 10 mm width and 0.7 mm thickness; germanium diodes which may be substituted for photo cells in twilight switches. Stefan Bogdan Salej (importer), R. Caetes 530/320, C. Postal 1543, Belo Horizonte, M.G. WTD 6/67. TM-11

369 Electrical machinery, equipment, supplies

AUSTRALIA—Self-contained industrial X-ray unit for instructional purposes to x-ray metals, specimens, examination of wells by mechanical engineering students. Unit should be 230/250 50 cycle with variable voltage 10 KVT to at least 110 KVT, current 3MA continuous. The Manager, State Stores Board (government agency), 50 Margaret St., Brisbane, Queensland 4000.

SWEDEN—Spark plugs, automotive. Direct purchase and agency. Lars R. Norrman (agent), Bjorkuddsgatan 10, Goteborg 5. WTD 10/19/67.

372 Aircraft, parts

GERMANY—Complete aircraft, executive, utility, small passenger; complete line of spare parts for same. Direct purchase and agency. Luft-Taxi F. Brenner K.G. (agent, wholesaler, importer, exporter), 7021 Stetten/Filder, Obere Gaerten 39. WTD 10/67.

373 Ship building, repairing

SWITZERLAND—Sailboats to be released on lakes, related equipment, accessories. Direct purchase and agency. Sunimport, H. Rusterholz (importer, agent, distributor), Meilenbach, 8804 Au/ZH. WTD 10/19/67.

374 Railroad equipment

● **PAKISTAN**—Supply of freight car components. Tender No. PR-I/67/WAG/5, bid deadline Nov. 23. Secretary, Railway Board, Government of West Pakistan, PWR Headquarters, Rm. No. 7, 1st fl., Empress Road, Lahore, West Pakistan. Financing by letter of credit. Specifications and drawings may be reviewed only in Rm. 4314, Transportation Equipment Division, BDSA-596, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4816).

379 Transportation equipment

SWEDEN—Automobile cargo trailers; car top carriers. Direct purchase and agency. Lars R. Norrman (agent), Bjorkuddsgatan 10, Goteborg 5. WTD 10/19/67.

382 Instruments for measuring, controlling, and indicating physical characteristics

● **KOREA**—Supply of steel tape measuring standards; balance weight set standards; direct reading precision balance; barometer standard; hydrometer set standard; specific gravity balance; thermometer set standard; etc. Tender No. KFX-7138-S, bid deadline Nov. 13. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-967-2939).

● **VIET-NAM**—Supply of hardness tester; moisture gauge; impact testing machine; rubber abrasion tester; heat distortion tester; wear resistance testing machine; etc. Tender No. 2876-06107, bid deadline Nov. 14. Director, Central Purchasing Authority, P.O. Box H5, Saigon. Cable: Maivu, Saigon. (Telephone: 202-967-2939).

384 Surgical, medical, dental instruments

★★ **BRAZIL**—Instruments used in dentistry, with possibility to manufacture in Brazil under license. Industrial Odontologica (manufacturer), C. Postal 5010, Porto Alegre, RGS. WTD 6/67. TM-3

ETHIOPIA—Surgical, medical instruments; apparatus including operating room furniture, hospital furniture. Quotations c.i.f. Addis Ababa or f.o.b. New York; exclusive sales rights appreciated. Descriptive literature, price list required. Saint Gabriel Pharmacy (importer, wholesaler, retailer, distributor), P.O. Box 721, Addis Ababa. WTD 2/67.

386 Photographic equipment

AUSTRIA—All types of photographic, cinematographic supplies for amateurs, except sensitized film, but including viewers. Direct purchase and agency. Prihoda & Beck (K. Krziwanek's Nachf.) (importer, wholesaler, manufacturers' agent), Mariahilferstrasse 107, A-1061 Vienna. WTD 6/10/66.

394 Toys, amusement, sporting goods

SWITZERLAND—Sporting equipment, novelties, for sale to sporting goods retailers. Direct purchase and agency. Sunimport, H. Rusterholz (importer, agent, distributor), Meilenbach, 8804 Au/ZH. WTD 10/19/67.

399 Manufacturing industries

FRANCE—Advertising novelties, publicity gadgets, related items, giftware. Direct purchase and agency. Price lists, descriptive literature requested. Requests replies in French. Publi-Diffusion (wholesale dealer), B.P. No. 28—Uzerche 19, Correze. WTD 10/67.

505 Farm products—raw materials

★★ **BRAZIL**—Vegetable seeds. Antonio de Oliveira Filho (wholesaler, retailer), Mercado Municipal No. 252/55, Belo Horizonte, M.G. WTD 6/67. TM-3

Czech building center seeks information on U.S. products

The Czechoslovak Center for Building and Architecture, which provides advice and information for construction of housing, public buildings, and industrial plants, is interested in establishing contact with American architects and building products companies.

Although Czechoslovakia is largely self-sufficient in the production of materials for external construction, it is short on air-conditioning and heating equipment, aluminum parts, wrought iron, plastics, flooring, installation products for water and gas, and other finishing products.

The Center cannot make direct purchases from American suppliers but can inform potential buyers as to products which are available. It publishes a Czech language bulletin which is disseminated domestically and an English language bulletin disseminated abroad.

For further informaiton interested firms should **write:** Dr. V. Hulinsky, Head of the Department for Scientific and Technical Information, Czechoslovak Bldg. Center (CSVA), Malostranske Nam. 23, Phaha 1, Czechoslovakia.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

173 Electrical work

★★ **BRAZIL**—Contracting and engineering; electrical, wishes to represent U.S. firm for projects in Recife area. A. S. Langlois Eletrica Ltda. (contractor), Rua Santos Dumont, 170—Joao Pessoa, Paraiba. WTD 5/67. TM-3

201 Meat products

CANADA—Canned meats, meat specialties, well-known and well-advertised brands, not yet represented in Canada. Established nation-wide distribution—supermarkets, drug and variety stores, wholesalers. Exclusive agency. Holtzheuser Bros. Ltd. (importer), 86 Queen Elizabeth Blvd., Toronto 18, Ontario. WTD 10/67.

FRANCE—Quick frozen meat products, cuts from bovine animals: quick frozen livers, brains, kidneys; other choice meat products, such as lamb brains, mutton brains, in packages of 6.5 to 20 lbs., approximately. Agency for France, or section thereof, not yet represented. Pujos (Claude-Bernard) (sales agent), 18 Place de la Daurade; 31- Toulouse, Haute-Garonne. WTD 3/67.

202 Dairy products

CANADA—Cheese, other packaged dairy products, well known and well advertised brands, not yet represented in Canada. Established nation-wide distribution—supermarkets, drug, variety stores, wholesalers. Exclusive agency. Holtzheuser Bros. Ltd. (importer), 86 Queen Elizabeth Blvd., Toronto 18, Ontario. WTD 10/67.

203 Canning, preserving foods

CANADA—Canned, preserved fruits, vegetables, sea foods, well-known and well-advertised brands, not yet represented in Canada. Established nation-wide distribution—supermarkets, drug, variety stores, wholesalers. Exclusive agency. Holtzheuser Bros. Ltd. (importer), 86 Queen Elizabeth Blvd., Toronto 18. Ontario. WTD 10/67.

COLOMBIA—Canned fruits, vegetables, meats, fish, sauces, dressings, pickles. Oscar Representaciones (manufacturers' representative, commission agent), Apartado Aereo (airmail P.O. Box) 40, San Andres Island. WTD 8/67.

FRANCE—Quick frozen salmon, seafoods, including shellfish. Agency for France, or section thereof, not yet represented. Pujos (Claude-Bernard) (sales agent), 18 Place de la Daurade; 31- Toulouse, Haute-Garonne. WTD 3/67.

205 Bakery products

CANADA—Bakery products: cookies, crackers, biscuits, well-known and well-advertised brands, not yet represented in Canada. Established nation-wide distribution—supermarkets, drug, variety stores, wholesalers. Exclusive agency. Holtzheuser Bros. Ltd. (importer), 86 Queen Elizabeth Blvd., Toronto 18, Ontario. WTD 10/67.

207 Confectionery

CANADA—Candy, other confectionery products, well-known and well-advertised brands, not yet represented in Canada. Established nation-wide distribution—supermarkets, drug and variety stores, wholesalers. Exclusive agency. Holtzheuser Bros. Ltd. (importer), 86 Queen Elizabeth Blvd., Toronto 18, Ontario. WTD 10/67.

208 Beverage industries

CANADA—Flavoring extracts, sirups, well-known and well-advertised brands, not yet represented in Canada. Established nation-wide distribution—supermarkets, drug, variety stores, wholesalers. Exclusive agency. Holtzheuser Bros. Ltd. (importer), 86 Queen Elizabeth Blvd., Toronto 18, Ontario, WTD 10/67.

209 Food preparations

CANADA—Miscellaneous food specialties, kindred products, well-known and well-advertised brands, not yet represented in Canada. Established nation-wide distribution—supermarkets, drug, variety stores, wholesalers. Exclusive agency. Holtzheuser Bros. Ltd. (importer), 86 Queen Elizabeth Blvd., Toronto 18, Ontario. WTD 10/67.

COLOMBIA—Tallow, inedible. Request quotations c.i.f. Barranquilla. Rafael Vasquez Ojeda (manufacturers' representative, commission agent), Apartado Aereo (airmail P.O. Box) 44, Barranquilla. WTD 8/67.

212 Cigars

CANADA—Cigars, well-known and well-advertised brands, not yet represented in Canada. Established nation-wide distribution—supermarkets, drug, variety stores, wholesalers. Exclusive agency. Holtzheuser Bros. Ltd. (importer), 86 Queen Elizabeth Blvd., Toronto 18, Ontario. WTD 10/67.

213 Tobacco, snuff

CANADA—Smoking tobacco, well-known and well-advertised brands, not yet represented in Canada. Established nation-wide distribution—supermarkets, drug, variety stores, wholesalers. Exclusive agency. Holtzheuser Bros. Ltd. (importer), 86 Queen Elizabeth Blvd., Toronto 18, Ontario. WTD 10/67.

221 Broad woven fabric mills, cotton

NORWAY—Cotton fabrics, width 54"-60", for manufacture of leisure wear, sport clothing, slacks. J. H. Worm-Muller & Co. (manufacturers' agent), 25 Bogstadveien, Oslo 3. WTD 10/66.

SOUTH AFRICA—Raincoat cloth: 100% cotton, water repellent finish, in piece dyed, cross dyed, yarn dyed, fancy designs; printed designs; all suitable for women's, men's wear. Katz Bros. Agencies (South Africa), (manufacturers' agent), P.O. Box 2573, Cape Town. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

NORWAY—Fabrics: synthetic fiber, blends, width 54"-60", for manufacture of leisure wear, sport clothing, slacks. J. H. Worm-Muller & Co. (manufacturers' agent), 25 Bogstadveien, Oslo 3. WTD 10/66.

SOUTH AFRICA—Raincoat cloth of polyester/cotton blended yarn in piece dyed, cross dyed, yarn dyed, fancy designs; also printed designs; all suitable for women's, men's wear. Katz Bros. Agencies (South Africa), (manufacturers' agent), P.O. Box 2573, Cape Town. WTD in preparation.

232 Men's, youths', boys' furnishing

COLOMBIA—Men's, boys' sport shirts, swimwear. Oscar Representaciones (manufacturers' representative, commission agent), Apartado Aereo (airmail P.O. Box) 40, San Andres Island. WTD 8/67.

264 Converted paper, paperboard products

★★ **BRAZIL**—Stationery, stationery supplies. Consorcio Brasileiro de Representacao Ltda. (sales representative), Rua da Bahia 478, Loja 7, Belo Horizonte, M.G. WTD 6/67. TM-12

283 Drugs

★★ **BRAZIL**—Pharmaceutical raw materials. Johannes H. Muster Representacoes (agent), Rua Dr. Cesario Mota 369, apto. 41, Sao Paulo. WTD 6/67. TM-82

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

ITALY—Textile finishing compounds, permanent press, wash and wear. Industria Chimica Minerva, S.p.A. (manufacturer, agent), Piazza della Repubblica 32, Milano. WTD 9/67.

287 Agricultural chemicals

FRANCE—Pest control chemicals, fungicides, herbicides, insecticides, related products for use by farmers, horticulturists, gardeners, nurserymen. Requests replies in French. Beaudin (Raymond) (sales agent), 10 Rue Albert-Marquet; 33- Bordeaux, Gironde. WTD 10/67.

291 Petroleum refining

COLOMBIA—Paraffin, all grades. Requests price quotations c.i.f. Barranquilla. Rafael Vasquez Ojeda (manufacturers' representative, commission agent), Apartado Aereo (airmail P.O. Box) 44, Barranquilla. WTD 8/67.

331 Steel mill products

COLOMBIA—Tinplate. Request price quotations c.i.f. Barranquilla. Rafael Vasquez Ojeda (manufacturers' representative, commission agent), Apartado Aereo (airmail P.O. Box) 44, Barranquilla. WTD 8/67.

344 Fabricated structural metal products

★★ **BRAZIL**—Steel frames for construction purposes. Addison Ltda., Com. e Imp. (importer). Rua Curitiba 545, S. 512, Belo Horizonte, M.G. WTD 6/67. TM-2

351 Engines, turbines

VENEZUELA—Diesel engines up to 500 HP. Sales agency for country. Liquid Carbonic Venezolana, S.A. (manufacturer, importer, distributor), Parate Bueno, Carretera de Antimano, D.F. or: Apartado 6264, Caracas. WTD 1/67.

354 Metalworking machinery

VENEZUELA—Steelmill, rolling mill, flatgoods mill, wire mill equipment, accessories and parts. Sales agency for entire country. H. Blohm, S.A. (importer, sales agent), Dr. Paul a Chorro 29, Caracas, or: Apartado 2018, Caracas. WTD 10/67.

355 Special industry machinery

MEXICO—Equipment for thermostat plastics, except presses. Mr. Kenneth S. Mair (commission agent), Presa Cointzio No. 39-1, Mexico 10, D.F. WTD 10/67.

356 General industrial machinery

VENEZUELA—Steam generators, industrial air compressors. Sales agency for entire country. Company is equipped to install, service. Ingenieros Asociados M.E. Avellan, C.A. (importer, sales agent), Quinta La Avellanero, Avenida Bogota, Los Caobos, Caracas, or: Apartado 13224, Oeste, Caracas. WTD 10/67.

357 Office, computing, accounting machines

★★ **BRAZIL**—Office equipment, used, in good condition. Adilson Ltda., Comercio e Importacao (importer), Rua Curitiba 545, Sala 512, Belo Horizonte, Minas Gerais. WTD 6/67. TM-1

358 Service industry machines

VENEZUELA—Industrial air conditioning equipment. Sales agency for entire country. Company is equipped to install, service. Ingenieros Asociados M.E. Avellan, C.A. (importer, sales agent), Quinta La Avellanera, Avenida Bogota, Los Caobos, Caracas, or: Apartado 13224 Oeste, Caracas. WTD 10/67.

Water softening and demineralization equipment. Sales agency for entire country. Company is equipped to install, service. Ingenieros Asociados M.E. Avellan, C.A. (importer, sales agent), Quinta La Avellanera, Avenida Bogota, Los Caobos, Caracas, or: Apartado 13224 Oeste, Caracas. WTD 10/67.

361 Electric transmission, distribution equipment

ETHIOPIA—Electrical measuring instruments for classroom use. Ethio Commerce & Engineering Co., Ltd. (importer, distributor), P.O. Box 2324, Addis Ababa. Attn: Horst Wagner. WTD 7/26/66.

362 Electrical industrial apparatus

★★ **BRAZIL**—Power supply equipment. After establishment of market, wishes to manufacture under license. Transtabil Ltda. Com. e Ind. (manufacturer), Av. Parana 33A, Belo Horizonte, M.G. WTD 6/67. TM-5

ETHIOPIA—Diesel generators, air cooled, rated at 1-16 kw at sea level, 3 phase, 220 volt, 50 Hz.; should be simply designed, to operate with a minimum of maintenance. Ethio Commerce & Engineering Co., Ltd. (importer, distributor), P.O. Box 2324, Addis Ababa. Attn: Horst Wagner. WTD 7/26/66.

371 Motor vehicles, equipment

★★ **BRAZIL**—Passenger car bodies, plastic.

Willing to pay royalties for local rights to sell. Fonseca Babl Co. (importer), Rua Guarani 600, Belo Horizonte, M.G. WTD 6/67. TM-9

382 Instruments for measuring, controlling, indicating physical characteristics

★★ **BRAZIL**—Instrumentation of various kinds. After establishment of market, wishes to manufacture under license. Transtabil Ltda. Com. e Ind. (manufacturer), Av. Parana 33A, Belo Horizonte, M.G. WTD 6/67. TM-6

★★ Test equipment. Fonseca Babl Co. (importer), Rua Guarani 600, Belo Horizonte, M.G. WTD 6/67. TM-7

IRELAND—Controls meters, instruments for automation. Manotherm Ltd. (importing distributor), 14 Corn Exchange Buildings, Burgh Quay, Dublin 2. WTD 10/67.

384 Surgical, medical, dental instruments

★★ **BRAZIL**—Instruments, medical, electronic. Fonseca Babl Company (importer), Rua Guarani 600, Belo Horizonte, M.G. WTD 6/67. TM-8

395 Pens, pencils, office, artists' materials

★★ **BRAZIL**—Office supplies, stationery. Consorcio Brasileiro de Representacao Ltda. (sales representative), Rua da Bahia 478, Loja 7, Belo Horizonte, M.G. WTD 6/67. TM-13

399 Manufacturing industries

CANADA—Household items, miscellaneous, sold by supermarkets and other chain stores, well-known and well-advertised brands, not yet represented in Canada. Established nation-wide distribution—supermarkets, drug and variety stores, wholesalers. Exclusive agency. Holtzheuser Bros. Ltd. (importer), 86 Queen Elizabeth Blvd., Toronto 18, Ontario. WTD 10/67.

731 Advertising

GERMANY—Advertising agency wishes to represent American publishing houses. Kontinenta Anzeigen-Verwaltung GmbH. (sales agent), 271 Grafenberger Allee, 4 Duesseldorf. WTD 10/6/67.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

★★ **BRAZIL**—Tuna and crayfish, frozen. Construcao Naval Nordeste S.A. (shipbuilder, repairer), Praia do Jacare, Cabedelo, State of Paraiba. WTD 5/67. TM-12

208 Beverage industries

★★ **BRAZIL**—Wine. Potential: red wine—10,000 cases per year; white wines—6,000 cases; champagne—5,000 cases; cognac—5,000 cases (one case—12 bottles). Wine in barrels/ship tanks—500,000 liters of red wine of European grapes; 3 to 5 million liters from American or hybrid grapes. Cia. Vinicola Rio Grandense (manufacturer, exporter), Rua Siqueira Campos 1184, 15° andar, C. Postal 929, Porto Alegre, Rio Grande do Sul. WTD 5/67. TM-1

232 Men's, youths', boys' furnishings, work clothing

★★ **BRAZIL**—Boys' trousers, cotton or wool. Emanuel e Gorenstein (manufacturer), Rua das Oficinas, 195-Rio de Janeiro, ZP-13, State of Guanabara. WTD 5/67. TM-102

238 Apparel, accessories

★★ **BRAZIL**—Leather clothing such as ¾ coats, skirts, jackets, women's suits, caps, belts made of napped leather, suede, antelope, calf. Descriptive brochures available upon request from firm. G. Rosier (manufacturer, retailer), R. Copacabana 611, C. Postal 2644, Porto Alegre, RGS. WTD 5/67. TM-23

242 Sawmills, planing mills

★★ **BRAZIL**—Lumber, Parana pine, in quantities up to 5,000,000 BFT, or buyer's option, one or several shipments. Qualities—80% First and 20% Seconds (practically free from knots and other defects)—Thirds. Thicknesses—1", 1½" and 2" could include re-cut ½", ⅝" or 6" to 12". Widths—4" to 12" or 6" to 12", buyer's option. Will accept orders for surfaced lumber, dowels, mouldings, broom handles, unassembled cases, etc. Prices available upon request. Cia. Agro Industrial de Anita Garibaldini Ltda. (manufacturer), Rua Uruguay 300, 12° andar, Porto Alegre, RGS. WTD 5/67. TM-27

251 Household furniture

★★ **BRAZIL**—Furniture for home, office. Casa Hollanda, S.A. (manufacturer), Rua da Aurora 1255, Recife, State of Pernambuco. WTD 6/67. TM-21

252 Office furniture

★★ **BRAZIL**—Office furniture. Casa Hollanda S.A. (manufacturer), Rua da Aurora 1255, Recife, State of Pernambuco. WTD 6/67. TM-22

289 Chemical products

CEYLON—White distilled coconut fatty acids and hydrolyser (saponification) crude glycerol. The white distilled fatty acids are packed in suitably lined steel cylinders. The crude glycerol conforms to B.S.S. 2622-1964 and the glycerol content is between 88%-90%. Commercial Manager, Ceylon Oils & Fats Corp. (state corporation), 110 Sir James Pieris Mawata, Colombo 2. WTD 10/25/66.

314 Footwear, except rubber

★★ **BRAZIL**—Plastic shoes, sandals, moccasins. Can supply 6,000 pairs monthly. Illustrated brochure in Portuguese available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Arplac S.A. (manufacturer), Rua Dom Joao Becker 379, Sao Leopoldo, RGS. WTD 6/67. TM-17

316 Luggage

★★ **BRAZIL**—Briefcases: leather, plastic. Can furnish 5,000 units per month. Guedes & Cia. Ltda. (exporter), Sao Leopoldo, RGS. WTD 5/67. TM-29

373 Ship building, repairing

★★ **BRAZIL**—Yachts, up to 50 ft. for U.S. market. Construcao Naval Nordeste S.A. (manufacturer), Praia do Jacare, Cabedelo, State of Paraiba. WTD 5/67. TM-20

391 Jewelry, silverware, plated ware

★★ **BRAZIL**—Topaz, amethyst, acquamarine, green tourmaline, rose tourmaline, and garnet, set, rings, bracelets, pins. Soter Antonio de Oliveira Padua (manufacturer), Rua dos Carijos 424, Belo Horizonte, MG. WTD 6/67. TM-16

393 Musical instruments, parts

★★ **BRAZIL**—Accordions, organs. Complete price list available from firm. Can furnish 500 units per month. Acordeoes Todeschini S.A. (manufacturer), Bento Goncalves, C. Postal 14, RGS. WTD 6/67. TM-24

504 Groceries

KENYA—Tea in chests, approx. 30.000 lbs. per month. Prices f.o.b. Mombasa according to market conditions. Kibwari Tea Estate Ltd. (tea growers), P.O. Box No. 33, Nandi Hills. WTD 10/5/67.

505 Farm products—raw materials

★★ **BRAZIL**—Brazil nuts. Vassilakos, Comercio e Industria, S.A. (exporter), Av. 15 de Novembro 270, Guajara-Mirim, Teritorio Federal de Rondonia. WTD 7/67. TM-11

739 Business services, not elsewhere classified

★★ **BRAZIL**—Investment surveys. Equipe de Planejamento de Assessoria, Ed. Tereza Cristina (consulting firm), Conj. 102/6, Recife, Pernambuco. WTD 6/67. TM-19

Future construction list for third quarter available

A quarterly summary of future construction projects, contract award stories and significant foreign government tenders published in the INTERNATIONAL COMMERCE during July, August and Sept., is available to U.S. firms from the Department of Commerce, BDSA-624, Trade Opportunities Staff, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The Summary may also be reviewed at any of the 42 Department of Commerce Field Offices. It alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contacts and responsible agencies are cited as well as original publication dates. A limited number of copies of earlier quarterly summaries are also available (I and II quarters of 1967), and requests for these will be filled on a first-come basis.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated October.

American Firms, Subsidiaries and Affiliates—France.
American Firms, Subsidiaries and Affiliates—The Netherlands.
Books, Magazines and Periodicals—Importers and Dealers—Trinidad and Tobago.
Pesticides Importers, Dealers and Manufacturers—Pakistan.
Tobacco and Tobacco Products—Importers, Dealers and Manufacturers—Republic of Panama.
State Trading Organization—Burma.

Visiting Buyers and Officials

DENMARK—Kai Ginsborg, Deres, 61 Ostergade, Copenhagen K, **interested in direct purchase and agency for teenagers and young women's fashion wear.** Nov. 12 via New York for 20 days. c/o Paramount Hotel, 235 W. 46th St., New York, N.Y. 10036. Itinerary: New York, Chicago. WTD in preparation.

LEBANON—John Kerbage, Festival and Tourism Firm, Sadat St., Beirut, **interested in seeking contribution and advertisements from U.S. firms in annual review of festivals and tourism developments throughout U.S., Europe, Middle East.** Nov. 20 via New York for 45 days. c/o Dr. Edward Mansour, 4060 Park Fulton Oval, Cleveland, Ohio 44109. Itinerary: New York, Cleveland. WTD 10/67.

PORTUGAL—Antonio Nunes Quaresma, representing Nunes & Nunes, Rua do Sol a Chelas No. 12-B, Lisbon, **interested in importing and distributing industrial raw materials, steel, stainless steel, industrial machinery, agricultural and industrial tractors, agricultural implements.** Nov. 7 via New York for two months. c/o 1142 Acushnet Ave., New Bedford, Mass. 02746. Itinerary: New York, Newark, Boston, New Bedford, Philadelphia, other cities on Atlantic Coast. WTD in preparation.

THAILAND—Mrs. Nongluck Supprakarn, General Manager, Summit Supplies Ltd., 448/2 Petchburi Road, Bangkok, **interested in acting as importer and sales agent for electrical and communication equipment, power distribution and transmission line equipment and supplies.** Nov. 30 via New York for two weeks. c/o Plymouth Rubber Co., Empire State Bldg., 350 5th Ave., New York, N.Y. 10001. Itinerary: 11/30-12/7 New York, 12/7-10 St. Louis, 12/10-15 San Francisco. WTD 1/67.

New Books and Reports

***Iranian-American Survey: 1967.* Published by Manhattan Publishing Co., N.Y. 1967. 168pp. $5.**

This publication contains articles by well-known U.S. and Iranian officials on Iran's development plans, investment policy and opportunities, and U.S.-Iranian relations. It also includes basic economic information on agriculture, mineral resources, industry, transportation, labor, communications, electric power, finance, and foreign trade.

Appendixes contain the text of Iran's investment law, trade statistics for 1965-1967, a list of U.S. commercial firms in Iran, a directory of import-export firms in Tehran, and a description of Iran's new income tax legislation.

Because it contains up-to-date information in a single source, this publication may be of interest to anyone selling to Iran or considering an investment in that country.

Write: Manhattan Publishing Co., 225 Lafayette St., New York, N.Y. 10012.

***Tourism in OECD Member Countries.* Published by the OECD. Paris. 1967. 140pp. $3.**

In 1966 the number of tourist arrivals in OECD countries exceeded 100 million, and the sums expended amounted to $10 billion.

Tourism expenditures of West European countries have increased 2½ times compared with a doubling of private consumption expenditures in the last ten years.

A new publication of the OECD's Tourism Committee details these and other facts, and recommends liberalization of frontier formalities, as well as further efforts to improve tourist accommodations and to make visitors feel welcome.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***Survey of the Origin of Exports of Manufactured Products, 1966.* Published by the Bureau of the Census. Washington, D.C. 1967. 50pp. 50¢.**

This survey consists of a series of tables depicting distribution of manufacturers' exports by producing divisions, states and standard metropolitan statistical areas.

The figures are for the years 1960, 1963, and 1966. Industries are listed by Standard Industrial Classification numbers.

Write any Department of Commerce field office or the Bureau of the Census, Washington, D.C. 20233.

***Opportunity Victoria, Australia.* Published by the Victoria Promotion Committee. Australia. 1967. 30pp. Free.**

A handy pocket-size guide containing information on the currency, housing, industry, financial structure, power, water, gas, transportation, real estate and other conditions in the State of Victoria that might be of interest to businessmen.

Write: The Victoria Promotion Committee, Century Bldg., 128 Swanston St., Melbourne, Victoria, Australia; or Sydney Morrell & Co. Inc., 152 East 78th St., New York, N.Y. 10021.

Korean Traders issue new commercial daily

The Korean Traders Assn. has begun publishing a daily English-language economic and commercial news bulletin. *Korea Trade News* covers trade and investment in Korea, including announcement and awarding of Government bids, AID and civilian imports, Seoul commodity and exchange quotations, and changes in trading laws and customs regulations.

Airmail subscription rate is $15 per month. Sample copies are available from U.S. Dept. of Commerce field offices or from the publisher.

Write: Korean Traders Assn., I.P.O. Box 1117, Seoul, Korea.

***Kennedy Round U.S. Customs Tariff.* Published by Budd Publications, Inc., New York. 1967. 150pp. $5.**

As previously announced on this page, this digest-size publication lists the tariff item number, description of commodity, present rate of duty and final reduced rate of duty for some 6,000 commodities.

Distributed free to subscribers of the Custom House Guide, the book is also available at $5 per copy from Budd Publications, Inc., 26 Beaver St., New York, N.Y. 10004.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—301-957/16

Calendar *for international traders*

ALLENTOWN, Pa.—Nov. 29—World Trade Assn. of Lehigh Valley monthly meeting, Holiday Inn in Bethlehem, Pa.

ATLANTA—Nov. 30—In-Office Export Conference. Sponsor: REEC, Commerce Field Office.

ATLANTA—Nov. 30—Dec. 1—Businessmen's Consultation, **Edmund F. Becker, Commercial Counselor, Bonn.** Sponsor: Commerce Field Office.

BOSTON—Nov. 28—Int'l Economists Roundtable, Int'l Center of New England, 470 Atlantic Ave., 12 noon.

BOSTON—Dec. 11-12—Businessmen's Consultation, **Edmund F. Becker, Commercial Counselor, Bonn.** Sponsor: Commerce Field Office.

CEDAR RAPIDS, Iowa—Nov. 21—Cedar Rapids Foreign Trade Bureau monthly meeting, Tour of Amana Refrigeration Plant, 5:45 p.m.; dinner at Ox Yoke Inn, Amana, 7 p.m.

CHICAGO—Dec. 12—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Dec. 14—Int'l Trade Club of Chicago; La Salle Hotel.

DALLAS—Nov. 29—Trade Fairs & Exhibitions Conference, 9 a.m. Sponsors: REEC, Commerce Field Office.

GREENVILLE, N.C.—Nov. 30—Export Sales Conference, East Carolina Univ. Sponsors: REEC, Commerce Field Office, Eastern N.C. Development Institute.

KANSAS CITY—Nov. 30—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

KANSAS CITY—Dec. 14—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC, Commerce Field Office.

LOS ANGELES—Nov. 24—Export Expansion Seminar, Commerce Field Office, 9:30 a.m. Sponsor: Commerce Field Office.

LOS ANGELES—Dec. 8—Export Expansion Seminar, Commerce Field Office, 9 a.m. Sponsor: Commerce Field Office.

MEMPHIS—Nov. 21—Export Expansion Conference, Sheraton Motor Inn. Sponsors: Memphis World Trade Club, REEC, Commerce Field Office, Committee of American Steamship Lines.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

MEMPHIS—Dec. 13—Mid-South Exporters Roundtable, "Credit Workshop," Hotel Sheraton-Peabody.

MIAMI—Nov. 29—In-Office Export Workshop, Commerce Field Office, 10 a.m. Topic: Marketing in Central America. Sponsors: REEC, Commerce Field Office.

MILWAUKEE—Dec. 7—Milwaukee World Trade Club, Inc., monthly meeting, Holiday Inn Central. Speaker: Charles Deer, Machinery & Allied Products Institute, Washington, D.C.

NASHVILLE—Nov. 28—Middle Tenn. Exporters Roundtable, "Selling in Japan."

NEW YORK—Nov. 21—FCIB Hardware-Automotive & Allied Trades Group meeting, Advertising Club, 12:30 p.m. Chairman: Otto A. Knappe, American Saw & Manufacturing Co.

NEW YORK—Nov. 28-29—Businessmen's Consultation, **Wilbur I. Wright, Economic/Commercial Officer, Cairo/to Rome.** Sponsor: Commerce Field Office.

NEW YORK—Nov. 29—Profits in Exports meeting, Maine Maid Restaurant, Jericho, L.I. Sponsors: Chase Manhattan Bank, REEC, Commerce Field Office.

NEW YORK—Dec. 12—Int'l Executives Assn. luncheon, Hotel Statler Hilton, 11:45 a.m. Speaker: Nelson Stitt, U.S.-Japan Trade Council.

PHILADELPHIA—Nov. 21—Export Course on Calculating C.I.F. Prices, Temple University.

PHILADELPHIA—Nov. 27—Businessmen's Consultation, **Wilbur I. Wright, Economic/Commercial Officer, Cairo/to Rome.** Sponsor: Commerce Field Office.

PORTLAND, Ore.—Nov. 21—Businessmen's Consultation, **Vernon L. Merrill, Economic Officer, Monrovia.** Sponsor: Commerce Field Office.

ST. LOUIS—Nov. 21—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: REEC, Commerce Field Office.

SAN DIEGO—Dec. 1—REEC Roundtable, Hilton Inn, 9 a.m.; luncheon, 12 noon. Speaker: H. Neil Truscott, Consul General of Australia at San Francisco. Sponsors: Commerce Field Office, San Diego Chamber of Commerce.

SAN FRANCISCO—Nov. 29—General Export Seminar, Rm. 9207, New Federal Bldg., 9:30 a.m.

YORK, Pa.—Nov. 21—World Trade Assn. of York monthly meeting, York Area Chamber of Commerce.

UNITED STATES
GOVERNMENT PRINTING C
DIVISION OF PUBLIC DOCUI
WASHINGTON, D.C. 204

OFFICIAL BUSINESS

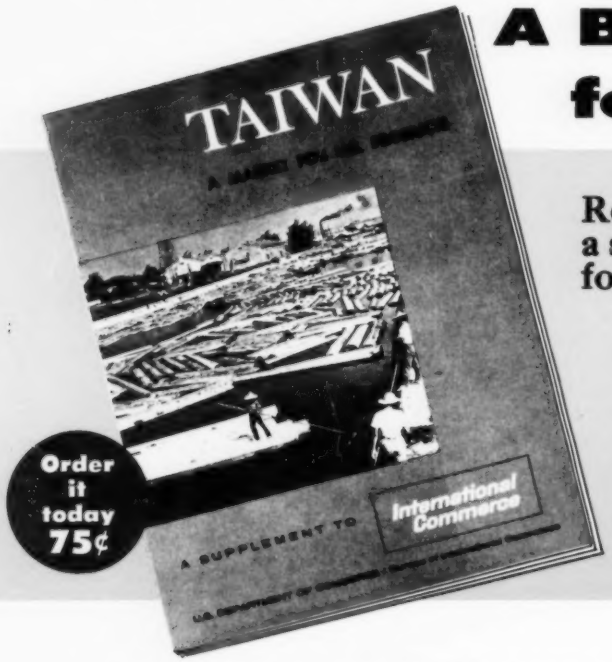
CR - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH 48106

POSTAGE AND FEES PAID
S. GOVERNMENT PRINTING OFFICE

First-Class Mail

TAIWAN . . .

A Booming Market for U.S. Products



Read about it in this latest volume in a series of studies on foreign markets for U.S. products.

You'll find every detail about Taiwan's expanding economy—how it will be one of Asia's most important manufacturing and distribution centers in five years—and how it offers great opportunities for alert U.S. businessmen.

A total of 124 pages of hard facts about the Taiwan market was developed by Department of Commerce and U.S. Foreign Service personnel in cooperation with Taiwan businessmen and officials.

Order it today

ORDER FORM

For use Supt. Docs.	

To: Superintendent of Documents,
Government Printing Office,
Washington, D.C. 20402
or
Any U.S. Department of Commerce Field Office

Please send me the market studies I have checked.

Enclosed find $_____ (check or money order).

Name _____

Address _____

City, State, & Zip Code _____

- ☐ AFRICA: Sales Frontier for U.S. Business. 1963. 121 pp. $1.
- ☐ BELGIUM, A Market for U.S. Products. 1963. 60 pp. 45¢.
- ☐ TRADE and INVEST in CENTRAL AMERICA. 1965. 60¢.
- ☐ CHILE, A Market for U.S. Products. 1966. 124 pp. $1.
- ☐ EAST AFRICA, Market for U.S. Products. 1966. 16 pp.
- ☐ HONG KONG, A Market for U.S. Products. 1964. 122 pp. $1.
- ☐ IRAN, A Market for U.S. Products. 1966. 87 pp. 50¢.
- ☐ IVORY COAST, A Market for U.S. Products. 1966. 87 pp. 65¢.
- ☐ LIBERIA, A Market for U.S. Products. 1965. 40 pp. 35¢.
- ☐ MEXICO, A Market for U.S. Products. 1966. 65 pp. 50¢.
- ☐ NIGERIA, A Market for U.S. Products. 1964. 72 pp. 50¢.
- ☐ PERU, Market for U.S. Products. 1961. 62 pp. 40¢.
- ☐ PHILIPPINES, A Market for U.S. Products. 1965. 76 pp. 55¢.
- ☐ SAUDI ARABIA, Market for U.S. Products. 1962. 44 pp. 40¢.
- ☐ SUDAN, A Market for U.S. Products. 1962. 47 pp. 40¢.
- ☐ **TAIWAN, A Market for U.S. Products. 1967. 124 pp. 75¢.**
- ☐ THAILAND, Market for U.S. Products. 1962. 92 pp. 55¢.
- ☐ VENEZUELA, A Market for U.S. Products. 1964. 65 pp. 50¢.